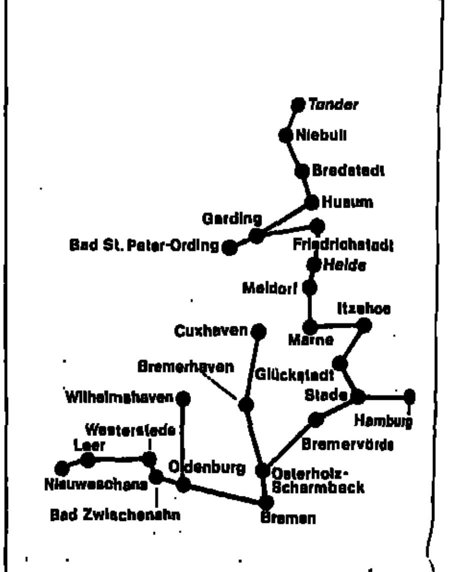
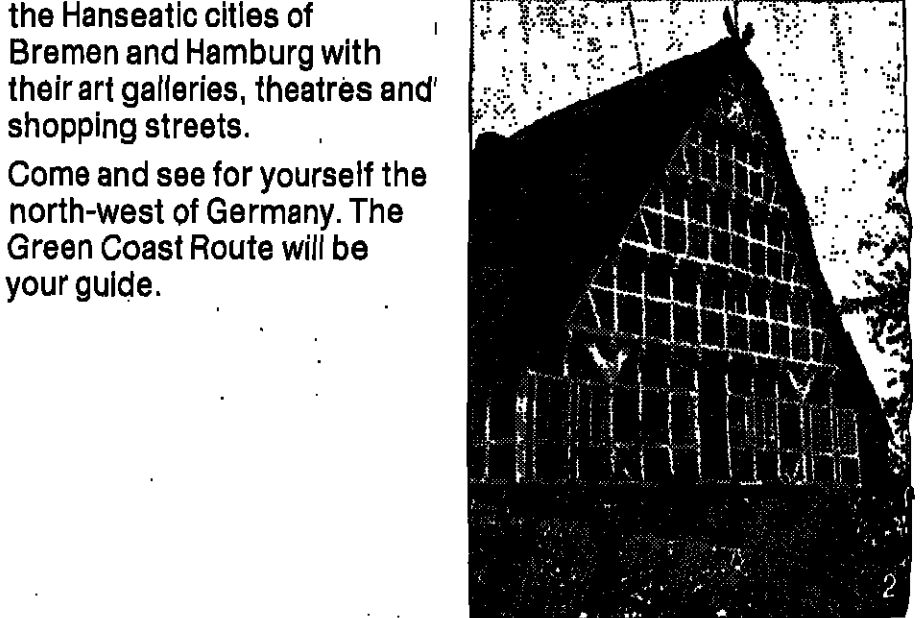
Routes to tour in Germany



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Come and see for yourself the north-west of Germany. The Green Coast Route will be your guide.











1 Neuharlingersiel
2 A Frisian farmhouse in the Altes Land
3 Bremen
4 The North Sea



The German Tribune

Hamburg, 2 February 1986
Twenty-fifth year - No. 1212 - By air

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Israeli PM Peres in Bonn for wide-ranging talks

DEUTSCHES ALLGEMEINES SONNTAGSBLATT

Question marks of one kind or another have been a frequent feature of German-Israeli state visits.

Questions visits pose have included whether relations can now be regarded as normal or whether Bonn is going to sell arms to Saudi Arabia.

A recurring question is whether anti-semitic views expressed in certain circles in Germany indicate that there is no new Germany after all.

These evergreens will not be the main issues raised in discussions with German leaders held by Israeli Premier Shimon Peres, who flew in to Bonn today for talks.

Relations between the Federal Republic and Israel are satisfactory, some would call them good, and if Mr Peres feels there is room for improvement he is not being critical but merely stating a fact.

He is here to brief Bonn on his view of the Middle East situation and what prospects he feels the peace process has and to discuss general issues of mutual interest.

Fighting terrorism is one such issue: It is, indeed, an issue on which Israel and the Federal Republic closely collaborate.

Mr Peres may not say so in as many words, but Israel is disappointed that the Europeans are reluctant to impose sanctions on Libya after the airport raids in Rome and Vienna.

But he is sure to insist in Bonn that anti-terrorist measures are nowhere near adequate and must continue to be enforced for as long as there is no international cooperation to stem the terrorist tide.

Israel is known to call for states that back terrorist groups to be shunned and isolated. Mr Peres will surely reiterate these demands.

There are said to be no plans to discuss whether the Federal Republic intends to export arms to the Middle East.

After years of discussion and speculation on this subject Israel ought to feel sufficiently convinced that no Leopard tanks will be shipped to Saudi Arabia and no other German arms to hotspots in the region.

It is interesting to note that Mr Peres will be conferring in Bonn with Bavarian Premier Franz Josef Strauss, the sole German politician who has consistently and vociferously advocated exporting German arms to all and sundry.

Herr Strauss has been on good personal terms with Mr Peres for many years and last spring voiced with impunity even in Israel his view that German arms exports ought to be derestricted.

The fund of goodwill the CSU leader enjoys in Israel and with Mr Peres in particular seems to have been inexhaustible ever since he showed a partial disregard for German law in allowing German arms to be shipped to Israel at the beginning of the 1967 Six Days War.

Yet the two men are unlikely merely to exchange pleasantries. In Israel Herr Strauss showed keen interest in the Israeli arms industry and they could well discuss possible exports of Israeli arms or other military equipment to the Federal Republic.

Chancellor Helmut Kohl (left) welcomes Israel's Prime Minister Shimon Peres to Bonn. (Photo: dpa)

It is an open secret that Israel has long been on the lookout for customers for its arms industry.

High-grade weapons must be marketed as well as manufactured; otherwise Israel could not afford to run such high-powered ordnance factories.

Money is at stake in a further context, the proposal to set up a German-Israeli research fund.

Chancellor Kohl promised Premier Peres he would back the project at a meeting in the New York Waldorf Astoria.

But there seems to have been some misunderstanding on the currency intended.

For domestic political reasons Mr Peres, who is shortly to step down and hand back power to Likud leader Yitzhak Shamir, needs to notch up successes on his European visits.

So his visit to the Federal Republic is likely to go ahead without incidents. Even his visit to Belsen is not, despite what some commentators have surmised, intended as an anti-Bitburg.

It is surely a matter of course for an Israeli head of government who believes that Germany has turned over a new leaf.

It will remain a must for all visiting Israeli leaders just as German leaders who visit Israel feel duty bound to pay their respects to Nazi victims by visiting the Yad Vashem memorial.

Peter Philipp

(Deutsches Allgemeines Sonntagsblatt, Hamburg, 26 January 1986)

IN THIS ISSUE

Looking for an arms deal amid utopias

Mr Gorbachov's vision of ridding the world of nuclear weapons by the turn of the century clashes with President Reagan's vision of an anti-missile shield in outer space.

Mr Reagan's dream would not scrap nuclear weapons but would, he says, make them powerless and obsolete.

With the White House envisaging a technological and the Kremlin a political utopia, politics is caught firmly between two irreconcilable views, both wishful thinking.

What chance does politics stand? The three-stage Soviet nuclear disarmament programme has taken the Americans by surprise.

It has dealt a body blow to their assumption that the Soviet leader has his work cut out to deal with domestic problems and has neither the time nor the energy for an active foreign policy.

Yet Washington has this time at least been careful not to reject the Soviet proposals out of hand. They deserve close consideration.

Are they brazen propaganda or a wonderful dream?

Mr Gorbachov's three-stage plan envisages halving US and Soviet ICBMs and totally scrapping the superpowers' medium-range missiles in Europe by 1990.

By 1995 the other nuclear powers are to have drawn level with the programme, freezing tactical nuclear weapons and banning the development of new non-nuclear weapon systems as a substitute for them.

Finally, by the end of 1999, the last nuclear weapons are to be phased out and destroyed.

If any lesson at all can be learnt from disarmament talks since the Second World War, then it is that nothing resembling the original proposal has ever come of such fulsome and comprehensive packages.

Such progress as has been made has at best been the result of patient, painstaking work on details, with no short cuts en route. Mr Gorbachov's utopia of nuclear disarmament by the end of the century is as unrealistic as Mr Reagan's nuclear shield in outer space.

Even so, might not some aspects of the new Kremlin package lend stimulus to the superpowers' talks in Geneva?

Mr Gorbachov says his entire disarmament plan depends on Mr Reagan dropping SDI, but his demand is merely for renunciation of the "development, testing and deployment of aggressive weapons in outer space" and not for renunciation of research.

The Soviet leader has also shown readiness to meet the Americans halfway in serenely ignoring his predecessors' bids to have British and French nuclear weapons included in the Eurostrategic equation.

To all intents and purposes he has taken up President Reagan's 1982 zero option, and even though his views on verification may be extremely vague he has promised spot checks in several contexts:

- in scrapping chemical weapons,
- in conventional force reduction in Europe.

Continued on page 2

■ CHILDREN IN FILMS

Reaching for the stars — with a push from mother

Is there a Shirley Temple out there? Child stars, or at least actors, are in demand more than ever, mainly because of advertising. In this article for the *Kieler Nachrichten*, Emil B. Brodski looks at how West Germany handles its young actors, the laws that govern their employment and what happens to them when they grow older...

The allure is money and fame and a carefree existence in the full glare of publicity.

Fifty mothers have come along with 50 little sons to audition for the lead role in a musical production of *Oliver* in Munich.

The chance was advertised in newspapers. "Talented boys between 10 and 14."

They are all spick and span, their mothers full of hope. August Everding is also here. He is the powerful figure in charge of the Munich *Staatstheater* and is the head of the panel which will hear the boys sing a song to a piano accompaniment.

At the back of the room are four boys who haven't been able to work up the pluck to go forward and sing a song in front of a lot of strange people.

The four mothers, dreams floating away on the clouds of immature stubbornness, are desperately trying to get them to go up and do their thing.

One boy is called Jan. He is 10. He is wearing a white shirt and a suit jacket several sizes too big. He is sobbing quietly.

Jan's mother is on bended knees, imploring him: "Hör mal, Jan. You promised me you would sing. We've practised at home. I told you you will get a Lego set if you sing. Go up and sing! You want to be rich and famous!"

Rich and famous. Those are the magic words. Alas; there is a yawning gap between aspirations and reality. Little Jan's mother is unlikely ever to be able to bask in reflected glory even if her sniffling, reluctant progeny does get the part in *Oliver*.

How many child stars in this country have made it? Cornelia Froboess, Christine Kaufmann, Heidi Brühl plus a few boys, notably Volker Lechtenbrink and Fritz Wepper.

They are the exceptions. Few children manage to get past the crucial years of puberty. When they become young adults, it is another world. Producers and directors are more demanding.

Oliver Grimm was a popular child star of the 1950s. He played heart-rending roles in 24 films but gave it all up at the age of 14.

Grimm, now 37, works for a Munich television company as a direction assistant and his voice is used for film dubbing.

He says: "Up until 14 it was all fun and games. Then I developed other interests. And the roles simply came less often."

He got older and reached a crisis. Too much alcohol; too many different girlfriends; he took to extremes in sport such as parachuting and scuba diving. It was all an effort to capture a lost childhood (he was taught by a private teacher until he was 13).

"My success is not worth anything now," he says. "There isn't much left of either the fame or the money."

Things haven't got any easier since Oliver Grimm's days. Andy Voss is 14. His career began at the age of seven in a children's television programme. Since then he has made more than 25 television appearances.

So where has this got him at the ripe age of 14? Is he a star? Is he a capable professional? "Me a star?" he laughs waggishly (he has played a lot of little rascal roles). "That doesn't happen at my age. There are too few big roles."

Most of his appearances have been brief. Many of his films have been for school television programmes or for industrial teaching — not the stuff of which stars are made.

Advertising is a big employer. Barbara Goosmann, who owns one of only two state-approved but not state-run agencies handling children for films, says advertising provides most of her business.

I met her in the small studio of an advertising agency. Two of her children (she has 700 on her books) Wolfgang, 11, and Simone, 8, are in front of the cameras making a toothpaste advertisement: dressed up, made up, and then getting the final touches from a nervous stylist as they wait in the glare of the hot arc lights.

Then the director says how he wants it done, "with a sense of fun, a little tomfoolery."



Heidi Brühl in *Annie Get Your Gun* (1963) and, 20 years on, as a singer.

The clapperboard falls a dozen times as takes begin and end. The director says, "we're nearly finished"; and "kids, you're just about there"; and "can you manage another one?"; until they can't do any more because the constant soaking in toothpaste and water has done something funny to their lips, which have taken on an unnatural hue.

Barbara Goosmann confirms what Andy Voss says: "Major film productions with child roles are the exception. There is very little opportunity for a child to develop into a star."

Fees for children are also no reason for starting to reach for the heavens. The astronomical payments of, say between 1,000 and 3,500 dollars per episode for making brief appearances in a series such as *Dallas* are unheard of not only in Germany, but in Europe.

Andy Voss says the average fee for a day's filming is 200 marks. "Most goes on my hobbies. The rest goes in the bank."

However, that is not to say that being a child actor or actress is like any other way of earning pocket money. Florian Gallenberger, 13, says that although in many respects it is just a normal job, there are things that make it different.

"When you are involved in a big production, it is simply terrific. You travel, stay in super hotels and meet the stars."

On top of that is the adventure, perhaps learning to ride a horse for a particular scene or riding in a hot-air balloon.

But these are the exceptions. Routine is the reality. Andy Voss: "Me become and actor? I'm not mad. Often there is no work for a long time and then along *comes a little tiny role*. No one is interested in how many lead roles I have had."

And Florian Gallenberger: "Acting is an uncertain craft. Just because I have work now, it doesn't mean I will tomorrow."

His mother, Barbara Gallenberger, says: "I don't put any pressure on him. He should keep on with it as long as it's fun."

Florian decides for himself whether to accept a part. Last year he rejected an offer of the lead role in a series. It would have paid 20,000 marks and would have meant some travelling. But the shooting was in the middle of a school term and he was already repeating the class.

The law lays down strict conditions for the employment of children as actors. They are allowed to be on location or in the studio for only five hours a day and can work for only three of those hours.

A chaperone has to be hired, the consent of parents, school and doctor have to be given and the government authority responsible must see the script.

Petty bureaucracy? No, says Helmut Steiner, of the regulating authority in Munich. Protecting the child's interests is the sole aim.

He visits film studios to see that the regulations are being kept and sometimes has film scripts changed.

Once, after getting a psychologist's advice, he was able to get written out a piece in a cops-and-robbers TV film in which a young actor was to kill a terrorist.

Another time, he prevented a young actress taking part in a scene in a mortuary.

Steiner says that because the laws are so tough, they are often bent or broken, particularly in advertising. *When just* one or two scenes are *filmed*, as is often the case with advertising, breaches of the law are hard to discover.

Sometimes big films are filmed in foreign countries precisely to avoid the law.

The final word from a Munich producer: Bernd Burgemeister has produced six big series with children in leading roles. Tommi Ohrner is the only one so far to have stayed in the industry.

Burgemeister remembers that from the beginning Ohrner wanted to make films. "He was the only one who had been in front of a camera before. All the others were discovered accidentally at school or in a playground.

"We don't use newspapers advertisements. A child cannot have the developed skills of an actor. So what interests us is his or her personality, a radiating presence for example, and a sense of fun. That's the thing."

Emil B. Brodski

(Kieler Nachrichten, 11 January 1985)





Volker Lechtenbrink on guard in *Die Brücke* (1959) as a 16-year-old and, as an adult, in a singing role. (Photos: dpa, archives)

Continued from page 12

Austria and Switzerland are envisaged. One of the institute's first moves was to buy the only complete collection of the *Israelitische Wochenschrift*, a magazine published in Germany from 1870 to 1915.

It promises to yield valuable new insights into both relations between Christians and Jews and the early days of emigration to America by German Jews.

Last autumn the first and most impressive events it sponsored included lectures by Rudolf Hochhuth, Bach concerts by Detlef Kraus and two ambitious productions of famous operas staged in the Federal Republic and plays by the German-speaking theatre in exile in America.

Georg Hodos

(Süddeutsche Zeitung, Munich, 7 January 1986)

■ HORIZONS

Researchers probe anatomy of a soccer rowdy

STUTTGARTER ZEITUNG

A project aimed a eliminating the hooliganism soccer has been running since April.

But only now has the suspicion among fans been allayed, say the organisers.

Operations headquarters is an old building-site caravan parked near an entrance to the Lower Saxon Stadium in Hanover, home of Hannover 96.

Young supporters here talk over with social workers aspects of the game, what they like about it and what they don't.

Similar projects are in operation in West Berlin, Bremen, Hamburg, Frankfurt, Bielefeld and Kassel.

The common aim is to teach fans how they can demonstrate their enthusiasm for soccer without violence and alcohol.

Another aim is to whittle down public prejudice against supporters.

Three years ago a group from Bremen University thought up the idea of practical work with fans.

The background to the idea was tragic. During a match between Werder Bremen and Hamburg, a Bremen fan, Adrian Maleika, was hit on the head with a stone and killed.

Two posts for social workers can be financed for a year through the job creation scheme and a small room in an office bloc will be rented.

Social worker Manfred Ratzmann, who along with colleague Rosita Wismach, heads the project, said: "We don't use the same methods as the police who patrol the stadiums. They don't consider the reasons for violence and alcoholism."

The idea is that project workers should take part in that world in which fans live, *help them and make changes* when necessary.

According to Ratzmann the massive police presence at stadia contributes to violence increasingly taking place before and after a match.

The project is based on chats during the match, trips together in away matches and soccer contests between fan clubs so fans can get to know each other.

It is hoped to break down prejudices against soccer fans in discussions between fans, the police, public prosecutors and journalists.

Ratzmann said that the project got off to a slow start. "The fans thought we were informers." In the meantime, however, about 100 Hanover 96 fans have visited the project workers and thousands more know about it.

There are still problems with officialdom, however. Ratzmann complains that the Lower Saxony Football Association has declined to offer any financial support on the grounds that it is not a problem involving sport but one that involves society.

He said: "It is slow going even with the Hanover Football Club."

Football fans are also working with the Project. They do it for the comradeship *and to put up a fight against prejudice*.

One fan said: "There is no more drunkenness among soccer fans than there is on average in the population generally." There is no question of infiltration of soccer fan clubs by neo-Nazis, *the fans maintain*.

One fan said that when bad language was used on the terraces this was not meant as badly as it sounded.

Ratzmann agreed: "When violence breaks out on the terraces it is usually the result of frustration over unemployment, school or training."

ddp

(Stuttgarter Zeitung, 4 January 1986)

Dead reckoning

The exhumation of the body of a 91-year-old woman showed that her hands were folded and still holding her rosary.

This showed that the woman was dead when she was buried, a Würzburg, Bavaria, investigation has revealed.

Senior public prosecutor Elmar Fischer said that the exhumation had been carried out after persistent rumours that "knocking sounds" had been heard from the grave, in the town of Gänheim.

The exhumation was able officially to bury the rumours that something was amiss.

Fischer said gravediggers and mourners claimed to have heard noises at the burial on 15 November last year.

At the exhumation it was revealed that the coffin lid had been broken when the grave was filled with heavy clay-type soil. The process of wood breaking under the strain would not have happened without noise, Fischer said.

He defended the decision to go ahead with the exhumation although he thought the whole thing far-fetched.

He said that when something of this kind is brought to the attention of the public prosecutor's office something has to be done to see if a crime has been committed.

dpa

(Kölner Stadt-Anzeiger, Cologne, 14 January 1986)

Hamburger on ice

Rüdiger Nehberg, of Hamburg, takes advantage of the lovely weather to hack a hole in an iced-over pond so he can go swimming. Nehberg is a survival expert who has survived in various parts of the world. He says he doesn't catch colds. (Photo: dpa)

Hymn and her

There have been women ministers in the Protestant Church for some years. But some people still object, mainly in country areas.

Now for the first time, a married couple who are both ministers, have been jointly appointed to a parish.

Pastor Achim Knecht and Pastor Elisabeth Knecht have been appointed to the Frankfurt Kreuzkirch parish.

The Catholic Church has a shortage of priests but the Protestant Church has *too many ministers*. This means that ministers are running the risk of being unemployed.

So the Church leaders have opted for a job-sharing arrangement.

The couple will take services alternately. Pastor Achim Knecht will concentrate on confirmation candidates and religious instruction while Pastor Elisabeth will take care of senior citizens and the kindergarten.

The couple, both in the late 20s, said: "We want to be available for everyone and look after people in their troubles and in their joys. We think it is a gain for the parish that parishoners have two people they can talk to, a man and a woman."

Pastor Elisabeth said she was not worried that parishoners would not accept her. "I am optimistic. The parish is open-minded and ready to help, and so far I have been warmly welcomed everywhere and accepted. As a pastor and as a woman," she said

Her husband said: "The Bible has great respect for women and at Christ's crucifixion and ascension He had only woman around Him."

Albert Bechtold

(Stuttgarter Nachrichten, 10 January 1986)

Continued from page 11

Kurt Tucholsky

and informative history of the Weimar Republic, written by the most unfettered and courageous journalist to witness the era at first hand.

Almost every page reveals what was rotten in the state.

During the war Tucholsky served as a soldier, but he never fired a shot. But what he saw was enough for him, and he hated the military from the depths of his soul. He said: "Never let there be war again." And he meant that without any ifs and buts.

But he found himself on the horns of a dilemma. He *saw that if you say you* will not resort to violence in self-defence that is tantamount to committing suicide.

As a confirmed pacifist he was well aware of the problem. As Ignaz Wrobel he dealt with this problem at length in a series of articles entitled *Militaria*, but he still detested everything to do with the military from the bottom of his heart.

He saw the future with the clarity of a clairvoyant. In June 1922 immediately before the murder of Walther Rathenau he predicted Hitler's putsch, the dictatorship and the war.

He believed that "the German spirit was 'immutably' poisoned," and in 1924 he moved to Paris writing from there for *Weltbühne* and the liberal Berlin daily *Vossische Zeitung*.

In 1929 he found he could not bear Paris any longer. He moved to Sweden, to the countryside near Gothenburg.

He lived there with only occasional trips to Switzerland and Paris until his suicide on 21 December 1935.

The nazis banned *Weltbühne* in March 1933 and Tucholsky became silent. He gave up.

In 1931 he wrote in a letter: "The reason I am so timid is the effect of my work. Does it have an effect? (I don't mean success. That leaves me cold.) Sometimes it seems to me irritatingly ineffectual. One writes and one works, and what happens in reality in government? Do the sadists leave.

Are the bureaucrats sacked? That oppresses me sometimes."

He was disappointed. He was ill. He was poor and lonely. He kept a distant contact with his second wife. He was tired, but he was not burnt out.

This is shown by the many, politically explosive letters he wrote to friends, male and female.

George Grosz praised him saying that he was one of the few "who really understood Berlin humour and who could really write Berlin dialogue."

But he wrote not only dialogue. His chansons, verse and popular ballads are among Berlin's treasured possessions.

His verses go right to the heart of those who cannot understand his pointed essays. They are immortal like his love-stories *Rheinsberg* and *Schloss Gripsholm* (Gripsholm Castle).

Heinrich Goertz

(Hannoversche Allgemeine, 21 January 1985)

Unsuited

A 20-year-old Hamburg girl is the best men's tailor in West Germany — and she can't get a job.

Corina Hoffmann completed her apprenticeship last year and went on to win the competition for young tailors. But because she can't find a job, she has been doing casual work, including cleaning.

She would have to be retrained in order to get a job in a clothing factory.

dpa

(Der Tagesspiegel, Berlin, 19 December 1985)

■ WORLD AFFAIRS

Libya reflects divisions in the West

How many more innocent civilians must be killed at European airports, the *Washington Post* angrily asked, before François Mitterrand, Margaret Thatcher, Helmut Kohl and other Europeans decide to rate morals and dignity more highly than trade with Libya?

If only it were that easy and the Europeans needed only to cast a glance heavenward, consider morality and dignity and turn off the faucet of credit and supplies for terrorism to be brought to a halt all over the world!

It would be a fairy-tale ending, wonderful but a far cry from reality.

The reality is that Washington has imposed sanctions on Colonel Gaddafi, its enemy, whereupon Arabs who used to be friendly toward America — they in particular — have made common cause with the Libyan leader, the most dangerous terrorist of them all.

The three wealthiest friends, Saudi Arabia, Kuwait and Bahrain, have assured Colonel Gaddafi of unlimited dollar loans, the conservative oil states being particularly endangered.

Ambassador Oakley, the Reagan administration's anti-terrorism expert, says America has the same worries as Europeans threatened by international terrorism.

That, he says, is why it is in their interest to follow in the President's footsteps.

One can indeed but abhor a head of government who systematically, consistently lends murderers encouragement and support. Everyone is worried — and everyone is keen to protect himself in his own way.

Italy has to bear in mind the 14,000 Italian nationals who work in Libya. It, like France, would as a Mediterranean country be in particular danger if the Americans were to act on their threat of military intervention.

Paris must also avoid anything that might lead to a further crisis in Chad, where the Libyan leader still has troops stationed in the north of the country.

Britain broke off diplomatic relations with Libya in 1984 when a woman police officer was shot and killed on the street from the Libyan embassy.

Yet the Foreign Office in Whitehall refuses to impose sanctions, as does the Federal Republic of Germany, Libya's second-largest trading partner (the largest being Italy).

Libya is a textbook example of tension in ties between Europe and America inasmuch as it shows there can be no such thing as one Europe, a continent reacting as uniformly as the United States is able to do.

History, geopolitics, people and their interests all differ from America's — just as they differ from one European country to another.

There are two sources of this reciprocal transatlantic malaise. Fundamental psychological and political differences are the one, different material interests the other.

The former, as Americans see it, include European pessimism, insufficient arms and defence preparedness and constant carping. "First they complain that the dollar is undervalued, then that it's overvalued; there's no suiting some people."

The Americans also feel the Europeans' attitude toward the Russians, an *outlook totally different from their own,* to be suspect.

They had little or nothing to do with the Russians until after the First World War, when Russia was already communist. They frequently dismiss the Russians out of hand as barbarians. They certainly fail to understand why Europeans hold a different view.

Europeans feel ill at ease because they fail to realise that the Americans basically have no interest or flair in foreign policy.

They forget that there was originally no reason why Americans should have any such interest; they didn't want to have anything to do with other countries.

They complain that Washington has no political concept and reacts on a day-to-day basis or suddenly loses interest in a theatre that had seemed to command America's whole attention, *such as the Middle East.*

They are far from happy that every uprising and every revolutionary movement anywhere in the world is promptly seen as an East-West confrontation. This analysis naturally leads to a mistaken approach.

The way in which material interests differ is mainly apparent when economic difficulties arise. At times like these "grey zones" of secrecy occur in transatlantic technology transfer and embargo policies are intensified.

There is competition for export markets between the world's two leading agricultural exporters, the United States and the European Community. Protectionism escalates, and with it clashes over trade with the East.

None of all this can be avoided, but it would be more bearable if each side were to come to terms better with the other's idiosyncracies.

We must bear in mind that Americans are emotional and changeable. *We must* also realise that we Europeans are in many cases once bitten, twice shy and tend to see optimism as naivety.

Marion Gräfin Dönhoff

(Die Zeit, Hamburg, 17 January 1986)

DIE ZEIT

Continued from page 1

● and in connection with the test ban.

Mr Gorbachov has evidently realised that confidence presupposes verification and control.

His plan admittedly includes a number of unacceptable points. What, for instance, is to become of the SS-20s in Asia, some of which can already reach targets in Europe or could readily be brought within firing range?

What about the call for Britain and France not to increase their nuclear weapon stockpiles? Are they expected to accept a total ban on modernisation?

And how are countries such as China, Israel, India and South Africa — nuclear haves or nearly-haves — to be persuaded to join in?

These points that need clarifying need not prevent the West from sounding out Mr Gorbachov's proposals. There may be a temptation to dismiss them as propaganda, a Soviet striving for military supremacy or to infer that the real aim is to sever Europe from the USA.

Hardliners already argue that to scrap nuclear weapons would be to hand Western Europe on a plate to the Soviet Union, which is said to be far superior to the West in the conventional sector. This would be a shortsighted attitude.

What lies ahead in East-West ties is a fresh struggle for hearts and minds, a peace war as Flora Lewis of the *New York Times* put it.

If the West remains inflexible it might miss the first big chance for ages to base international security on firmer foundations than the arms race.

Limitation of American SDI research in return for Soviet disarmament concessions could be a sound starting point for the next stage in talk between the great powers. *Theo Sommer*

(Die Zeit, Hamburg, 24 January 1986)

Britain, France, reach historic Channel tunnel agreement

Britain and France have agreed on plans for a tunnel under the English Channel. The scheme, for two rail tunnels and a third tunnel for maintenance, was one of the more conservative schemes tendered. Work should be completed by 1993.

Napoleon was all in favour of a Channel tunnel. With a little daring, he said, the laughable stretch of water separating England and France could surely be spanned.

In the 20th century, as technical progress made the old dream a more realistic prospect, there have been several false starts.

As soon as digging began near Dover or Calais, political misgivings nipped the civil engineers' enthusiasm in the bud. The daring Napoleon referred to was a long time in coming.

Nearly 200 years after first hopes of a fixed link between Britain and the Continent were voiced, the project seems for the first time to be within reach.

It will not be the bold bridge to Europe Mrs Thatcher may have favoured; the rail tunnel she and President Mitterrand agreed on in Lille is more modest and more realistic.

It too will make history, and the decision reached by the British and French leaders, with the treaty to be signed in a few weeks' time, can definitely be termed historic.

The project's scope is enormous, the consequences can barely be grasped. The political and psychological significance for Britain of a physical link with the Continent can hardly be overrated.

The End of an Island was how one London newspaper headlined the news. That might seem wildly exaggerated, yet it accurately reflects British feelings about the project.

Small wonder that the Channel tunnel debate has been a heated one of late, although even opponents have had to admit that some of the prospects are alluring.

The chunnel will create jobs on a grand scale. It will ease a goods traffic bottleneck. It will cut the time it takes to travel to the Continent.

No-one need worry about seasickness in bad weather. The Channel tunnel's attractions are undeniable.

Yet the arguments marshalled against it by traffic planners, environmentalists and the Channel ports cannot be dismissed out of hand.

In the long term, sceptics say, the landscape will be the loser, not to mention jobs lost in the Channel ports. Folkestone or Dover will become ghost towns.

While the Channel crossing will be no cheaper, the garden of England — Kent — will be transformed into a concrete runway for traffic to and from London, where traffic problems will grow even worse.

Opponents of the tunnel are disappointed because they stood no chance; they were bowled over by President Mitterrand and Mrs Thatcher and had no opportunity of presenting their case.

In Cabinet deliberations at the end of last year there may have been *talk* of modernising the flexible link, i.e. the Channel ferries, as an alternative to the fixed link, but it had long been clear that both governments were banking on a fixed link.

Public hearings are a statutory requirement for the humblest bypass road in Britain, yet there was no mention of a hearing on this momentous project.

Instead of a public debate on the demand for a fixed link, on the type of link best suited to cater for the demand and on which proposal would create the least damage, the two governments arrived at their decision virtually in camera and at astounding speed.

It was based, initially, not on economic calculation but on the view held by Mrs Thatcher and M. Mitterrand that it was time for a link to be built.

They decided to go ahead not only as good Europeans resolved to end decades of hesitation and procrastination but because they badly needed the tunnel as a vision.

The grand design can now be presented to their respective electorates in time for the next National Assembly and general elections.

One can but hope that the lack of planning and detailed deliberation on the tunnel's consequences and on solutions to the problems it presents can be offset after the event.

In general terms, of course, there can be little doubt that the tunnel now agreed on is in keeping with historic trends.

Since the end of the Second World War and, more particularly, since joining the Common Market Britain has largely completed its economic and political reorientation from [illegible] while colonies to the Continent.

The fixed link across the English Channel Mrs Thatcher would like to see go down in history as Margaret's monument seems sure to make the British even more keenly aware of their ties with Europe.

Peter Nonnenmacher

(Frankfurter Rundschau, 22 January 1986)

The German Tribune

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■ HOME AFFAIRS

Moods darken over plans to change strike law



Proposed legislation to change laws governing strikes is turning into a major issue for the government.

The planned amendment would mean that workers not on strike but laid off as a result of a strike elsewhere would no longer be eligible for dole money.

But Chancellor Kohl is not letting himself become too ruffled by the row. Government spokesman Friedhelm Ost said the planned amendment to paragraph 116 of the Labour Promotion Act was part of an "ordinary legislative procedure." It would not be dealt with hastily.

However, the mood surrounding the dispute has developed a distinct edge to it, particularly since a senior Christian Democrat, Walter Wallmann, who is also the Mayor of Frankfurt, was manhandled and kicked at a union meeting.

As a result there is now a feeling on the government benches that there is no time to be lost. Many factions within the ruling coalition of Christian Democrats, Christian Social Unionists and Free Democrats think that the amendment should be speeded up by a procedural alteration.

The coalition leaders would like to push the amendment through the Bundestag by Easter. They certainly want it through before the *Land* election in Lower Saxony in June.

However, Rudolf Seiters, who is responsible for the Parliamentary day-to-day business of the CDU/CSU, says that even if it is decided that speeding up the legislative procedure is the best tactic, the draft bill would not be rushed through without careful consultation.

CDU and CSU politicians have been told by their party leaders not to evade discussions with trade union officials on the issue.

Chancellor Kohl and Employment Minister Blüm have explained to their party colleagues which line of argument they should adopt.

Chancellor Kohl, for example, feels that the DGB, the German Trade Union Federation, is no longer just interested in the strike law issue itself.

"This is only one opportunity to fight the coalition government", the Chancellor claimed, pointing out that the unions would have sought a similar conflict in some other field if the strike law issue had not [illegible] tical agenda.

The Chancellor also feels that an at least tacit agreement has been reached between the DGB and the SPD on this subject.

Conservative politicians throughout the country are feeling the full weight of trade union criticism.

CDU Bundestag member, Herbert Lattmann, for example, outlines the current situation as follows: "Hardly a day passes without an invitation to speak at some DGB meeting."

In most cases, Lattmann explains, it's like "running the gauntlet".

The majority of CDU members have now reached a stage where they are unwilling to do things by halves.

Herbert Lattmann sums up this mood: "I am no longer willing to raise my hand to change a single comma of the government's draft bill".

The chairman of the Hanover CDU, Ludolf von Wartenberg, puts it another way: "To push through this issue has become a matter of self-respect for the CDU and CSU".

If the government backs down in any way voters will view this as a victory for the unions and a defeat for the government.

Coalition leaders are hoping time will heal the wounds caused by this dispute.

"Things tend to cool down once an issue has been decided", said one of the more optimistic CDU politicians.

Another politician recalled the experiences made with the peace movement and the deployment of NATO missiles.

"The fuss died down just 14 days after the first missiles were deployed", he said.

The deputy leader of the CDU/CSU parliamentary group, Adolf Müller, himself a member of its "labour wing", admitted that the DGB's propaganda on this issue had confused a lot of workers.

However, he said optimistically, the social and economic policy successes of Chancellor Kohl's government will have a greater influence on the voting behaviour of workers during elections than the strike law discussion.

In reality, however, things are not quite that simple.

The strike law discussion has resulted in a split within the party, and the left *wing of the CDU now finds itself very* much out on a limb and fighting for its political survival.

The CDU's parliamentary group (over 200 members) includes a 50-strong "labour wing".

A rift has now developed between the members of this wing and the approximately 40,000 members of the Christian Democratic Employees' Association (CDA).

There were harsh words during a recent meeting between the members of the the CDU's labour wing.

The former business manager of the CDA, Heribert Scharrenbroich, stressed that "CDU employees cannot support the government's draft bill in its present form".

However, there are no signs that the CDU/CSU parliamentary group is willing to change it in any way.

The hopes of the DGB that the unpopular amendment might founder because of opposition within the CDU itself are unrealistic.

Seiters feels sure of victory: "This parliamentary group will stand united when it comes to adopting this bill".

Deputy parliamentary group leader, Adolf Müller, explains why: "Members of the CDU and CSU are obliged to show their solidarity with the chairman of the CDA (Norbert Blüm), who is at the same time a successful and popular Labour Minister".

Apart from this kind of solidarity with Norbert Blüm, who is heavily criticised by the unions, left-wing CDU politicians also have other reasons to heed the crack of the party whip.

In many constituencies the next few months will see the selection of candidates for the general election next year.

In view of the current anti-union mood of the party's rank and file, CDU politicians with all too apparent left-wing leanings are unlikely to be nominated.

Former CDA manager, Heribert Scharrenbroich, for example, will be seeking candidature in the rural Rhine-land-Palatinate constituency of Gerolstein.

"If they are not renominated", said one parliamentary group member, "they run the risk of a catastrophic social decline".

Those CDA officials who also hold posts in the DGB or are represented on works councils are torn between many loyalties.

Employment Minister Norbert Blüm... what next? (Photo: Sven Simon)

For these members are the ones who must bear the brunt of the fierce criticism of the trade unions and the shop stewards.

Many now fear that they will have to pay the price for their current stance during the works council elections at the beginning of 1987.

One of the officials wedged between commitments to both sides is the deputy chairman of the DGB, Gustav Fehrenbach, who has heavily criticised the government's plans.

Even threats by some CDU politicians to expel Fehrenbach from the party because of the damage he has done to it have not been able to silence him.

Along with Fehrenbach, the big CDA areas of the Lower Rhine and Hesse have come out against the government's draft bill.

Positions may be somewhat clearer, however, following the meeting between the CDA and DGB executive committees.

Employment Minister, Norbert Blüm, is in a very tricky situation.

He may find a Bundestag majority for

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How amendment is intended to work

The government argument for stopping unemployment benefit for workers laid off because of the indirect effects of a strike is that the present system gives unions the whip hand.

It means, so the argument runs, that a firm is open to union pressure if it knows it is going to have to continue paying wages even though a selective strike at, for example, a supplier company, would force it to reduce production.

If the firm shuts down as a result of a strike elsewhere, paying dole money only eases the strain on union strike funds. The amendment proposes making the union responsible for all workers in a particular industry affected by a strike [illegible] workers out of its strike funds.

Workers would probably react in one of two different ways in the event of a strike: join the union to cover themselves for their next strike; or roundly curse the union.

Up until 1969 a "hardship clause" existed in national labour law to cushion the financial difficulties of "innocent" workers hit by industrial action.

Under this, unemployment money could be granted "to prevent undue hardship" following a "qualifying period" of 14 days (after unemployment began).

The new Labour Promotion Law introduced in 1969 stipulated that that those not involved in but affected by industrial action *within* the immediate geographical area of an industrial dispute should receive benefits.

Grants can also be provided, but the grant money must always be repaid.

Workers *outside* of the immediate geographical area of an industrial dispute and laid off because of that dispute found themselves in a much better position following the introduction of the Labour Promotion Law in 1969 and the associated Neutrality Order of the Federal Labour Office in Nuremberg in 1973.

Growing inter-industrial integration has increased the problem of the repercussions of strikes and industrial lockouts outside of the area in which the actual strike has been called.

During a strike by IG Metall, the metalworkers' and engineering workers' union between 29 April and 11 May, 1983, in Baden-Württemberg, for example, 119,000 workers downed tools and a further 25,000 were locked out.

But there were hardly any repercussions outside Baden-Württemberg.

Today, however, a strike of this nature would have had the same effects as the selective strike by the engineering workers' union, IG Metall, in 1984, during which 300,000 workers were laid off because of a strike by only 57,000 organised trade union members in Hesse.

Admittedly, 147,000 of these workers were laid off as a result of lockouts by employers in response to the union's strike action.

This new dimension of industrial action means that the Federal Labour Office in Nuremberg can no longer remain "neutral".

If it pays unemployment or other social welfare benefits to workers affected outside of the strike area it weakens the position of the employers; if it doesn't pay this money it puts pressure on the unions.

One possible compromise solution is a qualifying period of 10 days, as was the case many years ago and is still the case for persons who are personally responsible for the fact that they are unemployed, before providing financial assistance.

Even if the money is granted it is generally 32 per cent less than the unemployed person's previous average wage.

One reason why paragraph 116 is not clear on this point is because it was a compromise legal provision drawn up during the Grand Coalition between the SPD and CDU/CSU.

The unions interpret the provision as implying that the Federal Labour Office should not grant financial assistance to those affected by a strike within the immediate area of an industrial

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■ THE GENERAL ELECTION

Campaign year opens with row over Rau spending, but polls say he's doing well

Johannes Rau, the Social Democrats candidate for Chancellor in next year's general election, has caused an almighty row by spending a million marks on a series of pre-election campaign advertisements.

Rau, who is also premier of North Rhine-Westphalia, used the money to make a personalised appeal to voters.

SPD members are divided. The critics say it was a waste of money, that it was just the sort of amount the party will need in the final stages of the campaign in January 1987.

They say that the CDU has plenty of campaign money and this could be the crucial factor against an SPD which had financially shot its bolt.

But others say the campaign was the right move at the right moment, getting the Bonn Opposition off to the right start in the pre-election year after the winter recess.

Yet an impartial observer has congratulated the SPD handsomely on what he sees as a successful ploy.

"That's guerrilla warfare," said an American professor of political science who is closely allied to the Democrats in the United States.

Despite the military terminology it was clearly a spontaneous gesture of respect and admiration for a neat move by another player in the electioneering game.

Rau's campaign team in Bonn and Düsseldorf feel the American commentator understood their approach. They may not see themselves as pursuing a guerrilla strategy but their campaign is certainly modelled on bush skirmish tactics.

The element of surprise is what matters most, they say, and they are determined to maintain this advantage.

They aim to attack when the other side is least expecting it, to determine the time and place of battle and retain the upper hand in this respect.

They hope to put the other side's weaknesses to good use and to gain the advantage in sectors where the other side holds the upper hand.

In other words, to quote a member of the SPD candidate's campaign staff: "Nothing this time will be the same as it has been in the past."

That is easier said than done. The government calls the shots first, especially when it has decided to campaign flat out. Times can be hard for the Opposition and campaign plans can easily be overtaken by events.

Herr Rau's campaign managers know there will be less room for unconventional campaigning if the middle class feel worried and close ranks after a good showing by the SPD in Lower Saxony.

Lower Saxony elects a new state assembly in June, and if the Social Democrats do well there it could well put the wind up the other side and its supporters.

The Christian Democrats and their media supporters already feel — for the first time — that the SPD could stand a chance of winning the next general election.

But it is still early days and the Opposition can be grateful for small mercies. The Social Democrats are cheered by the applause that encouraging opinion poll showings can be taken as representing.

Opinion poll cheer generates the confidence that is essential at the beginning of a long campaign year.

The copywriters of Herr Rau's personalised appeal to the voters have noted with satisfaction that the government was somewhat taken aback and that people noticed the adverts.

The campaign, they say, has got off to a good start. The good work must now be kept up.

The question is: how much of this professional pride in a successful opening shot is illusion and self-deception?

When his campaign team at the SPD's Bonn head office and in Düsseldorf, the North Rhine-Westphalian *Land* capital, refer to Herr Rau's prospects of winning the general election, they seem at times to be whistling in the dark.

Yet at least they are all whistling the same tune and claim to know which way the light is.

Is it a way that will gain Johannes Rau a majority? With a year to go to election day, the Social Democrats have marshalled all manner of facts with which to assess their prospects.

Market research has been conducted on the party's prospects, how voters view Herr Rau and how they rate him and Chancellor Kohl.

All conceivable questions have been asked and the findings examined from various points of view. So there is no *lack of statistical material* in Bonn and Düsseldorf.

Market research was carried out by Infratest of Munich. Roughly 3,000 voters were polled between 21 October and 26 November 1985. Here are some of the findings:

DEUTSCHES ALLGEMEINES SONNTAGSBLATT

- Social and Christian Democrats were level-pegging at the time of the survey, with 43 per cent each. So were the Free Democrats and the Greens, with six per cent each.
- If there were a straight fight along the lines of US or French Presidential elections, Herr Rau would be preferred by 45 and Chancellor Kohl by 34 per cent of voters.
- Nearly half the voters polled, 45 per cent, wanted a new Federal government, but only 35 per cent expected power to change hands.
- Even though a majority of the population is dissatisfied with the performance of the Christian and Free Democratic Bonn coalition, only 36 per cent feel a government headed by Johannes Rau would do a better job.

In their quest for SPD majority preconditions the Infratest researchers took a closer look at the parties' target potential: the floating voter.

Floating voters either have no particular preference or support the one party while not ruling out the possibility that they might vote for the other.

The SPD's target potential is felt to be the uncommitted voter who rates the SPD 2 on a sympathy scale of 1 to 4.

Research has revealed that in addition to the 43 per cent who say they would vote SPD if there were a general election next Sunday (the usual question) the Social Democrats have a further target potential of nine per cent.

They include six per cent of voters who see themselves as broadly supporting the CDU or CSU, plus one per cent of FDP and two per cent of Green voters.

So a campaign that fully mobilised potential support among CDU voters without upsetting SPD voters could boost SPD votes from 43 to 49 per cent, or a narrow absolute majority in the Bundestag.

By the same token the CDU/CSU has a target potential of 12 per cent, including nine per cent of SPD, two per cent of FDP and one per cent of Green supporters.

So both major parties stand a mathematical chance of securing an absolute majority, although the CDU/CSU's chances are, frankly, less mathematical than the SPD's.

Other unpublished findings are also relevant in any assessment of the two candidates' prospects at the start of the general election campaign.

Image comparisons between Helmut Kohl and Johannes Rau clearly show the SPD candidate to be well ahead on most qualities voters feel a Chancellor should possess.

The only point on which Herr Rau is trailing the Chancellor is in the expertise of his Cabinet line-up, which might seem surprising in view of the gaffes there have been.

But it only appears to contradict the poor overall rating voters have given the present government for its performance.

The Chancellor's Cabinet is a known factor, whereas Herr Rau's Shadow Cabinet has yet to be appointed, let alone to show its mettle.

The Chancellor is also slightly ahead of Herr Rau in foreign policy, an advantage the SPD candidate is unlikely to offset by his forthcoming visits to Washington, Moscow and New Delhi.

The media coverage enjoyed by the party in power is simply too strong in foreign affairs.

Eighty per cent see Herr Kohl as a man with strong religious beliefs, as against only 51 per cent in Herr Rau's case. But this factor is politically irrelevant. Only 26 per cent of voters questioned felt religious beliefs were important in a Chancellor.

The SPD candidate has the edge over the sitting Chancellor in important sectors such as readiness to try out new directions, ability to bring a fresh breeze into politics and the courage and ability to take unpopular decisions.

People also feel he is more likely than the Chancellor to keep his promises.

Herr Rau has the edge over the Chancellor not only among voters in general. He is also ahead among the six per cent of floating voters found to be most likely to switch allegiance to the SPD.

There are several important categories in which Herr Rau is rated more highly among the six per cent of potential SPD voters than Chancellor Kohl is among the nine per cent of potential CDU/CSU voters.

They include categories of political style such as fresh breeze, new directions and modern approach. He fares better in the floating voters' assessment of how likely he is to keep his promises and, more surprisingly, in being felt to have a clear political concept.



The aim is surprise attack . . . SPD's Johannes Rau. (Photo: Sven Simon)

So the roles of government and Opposition are for once reversed. The sitting Chancellor's party used *always to* claim that it was the Chancellor who counted. Now it is the Opposition's *turn* to make this claim.

The Social Democrats seem sure as a consequence to base their campaign almost entirely on their candidate. This personalised approach certainly *worked* in last year's North Rhine-Westphalian state assembly elections.

The party may draft a manifesto in the months ahead but its basic message on election day will still be that it is the Chancellor who counts.

The campaign managers already have a slogan at the ready by which they hope to characterise Herr Rau as a man who reconciles rather than divides.

Is this just a trick and easily seen through? Is it a mere balloon that will blow away the moment the next crisis comes? Social Democrats are sceptical on this point too.

"Reconcile Rather Than Divide" is a slogan they find too unpolitical, too general and too "harmonious." They feel it lacks fire.

A slogan must be considered realistic if it is to work. Is "Reconcile Rather Than Divide" plausible?

A small group of SPD election campaign managers discussed possible Rau slogans last summer when it was clear that CDU general secretary Heiner Geissler was determined to make as much domestic political mileage as he could out of foreign policy.

It was clear from the Social Democrats' public statements at the time that they were sure this would be Herr Geissler's approach. But they were still wondering what their candidate could set against this line of attack.

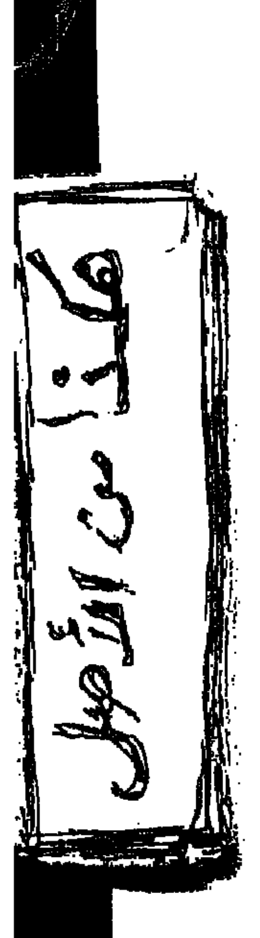
Is "Reconciliation" the alternative? An obvious objection promptly made was that reconciliation might be a fine slogan for a Church assembly but was not necessarily ideal for a general election. So the party paused for thought.

Late last autumn the SPD was losing ground, or so opinion polls showed. The Federal government's optimism campaign was starting to work.

The Social Democrats decided to hold a major event at the year's end, the Ahlen congress, to stem the tide against them and their candidate.

On the lookout for a slogan for the Ahlen party conference the SPD again

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■ TRADE

20 million marks bail in arms-exports case

Frankfurter Allgemeine

Four executives of a major German arms manufacturer have been released on bail of 20 million marks on charges of breaching arms-export laws.

The charges arise from exports of anti-aircraft guns that were sent to Spain but found their way to Argentina instead; ammunition manufacturing equipment meant for Paraguay but which got to South Africa instead; and machine guns intended for Italy but which, through Luxembourg, reached Saudi Arabia. The sales were between 1977 and 1980.

An important part of all arms exports deals is that there is a "final-destination clause" aimed at eliminating unwanted three-corner deals.

The company is Rheinmetall, which has a high international reputation. The case is being heard in Düsseldorf.

The issues are complex and the legal ramifications are being looked into for the first time by the German criminal courts.

The outcome is being waited by all Germans arms manufacturers. No exporter has faced this sort of charge before.

Making and dealing in arms without government approval carries a sentence of up to 10 years imprisonment for serious breaches. "Serious" means when the accused is an arms dealer or a member of a gang.

The Rheinmetall contracts at the centre of the allegations are, by the terms of the 1961 Arms Control Act, subject to government approval. The government insists on knowing not only what weapons are to be exported but also who they are being sold to — they all have the "final destination clause".

The aim is to ensure that the original contract does not look like a mere cover set up solely to guarantee government approval.

There is little doubt about what actually happened. The court proceedings are being held up by formalities but the evidence should settle matters without difficulty.

What will probably be diffioult is to prove that the accused knew from the outset that Italy or Spain were not the real destination of the goods ordered and that they were in reality bound for hotspots for which Bonn would have refused export permits.

Bonn governments regularly reinterpreted the concept of a hotspot or area of tension in the course of the 1970s. There was a time when government permission was given for arms exports to Iran, for instance.

Until 1984 there was talk of scaling down the category of offence breaches of the Arms Control Act were considered to be, reducing heavy penalties to mere fines.

Rheinmetall has consistently argued that it was misled by the companies with whom it did business. The "final destination clause" is worthless when signed with fraudulent intent.

Besides, the manufacturer has no control over what happens to arms shipments once they have been delivered to the customer.

Arms exports to a Nato country (in this case Italy) are considered unproblematic, while destinations such as Spain, Sweden and Switzerland are usually equated with Nato countries by Bonn.

The Arms Control Act was an early attempt by the lawmakers in Bonn to give teeth to Article 26 of Basic Law, the 1949 Bonn constitution, making arms exports subject to government approval.

The wording of both Article 26 and the Act makes virtually no explicit reference to exports, however. Permission is required solely for shipment.

So all German arms manufacturers, especially firms that make modern weapon systems for conventional warfare, are keenly interested in the outcome of the proceedings.

The courts and law enforcement agencies have only themselves to blame for the fact that the statute of limitations will soon apply to some of the alleged offences.

Next year the first contracts will be over 10 years old and can no longer be taken to court.

There can be no doubt whatever that unnecessary blunders were committed in appointing the lay judges for the Düsseldorf court that is expected to clarify matters even though Rheinmetall can be sure to appeal against a decision that goes against it.

If some of the lay judges are disqualified on technicalities the proceedings will certainly be held up because another court would then have to start from scratch.

That could prove a real nuisance because of the risk of proceedings being delayed for so long that charges can no longer be preferred because of the statute of limitations.

Lothar Bewerunge

(Frankfurter Allgemeine Zeitung für Deutschland, 21 January 1986)

Strike legislation

Continued from page 3

trial dispute. However, they feel that it also implies that this money must always be paid to those affected outside of this area.

This is one way of interpreting the law.

Nevertheless, it is surprising that the unions accepted the 1973 provision which stated that no money is to be granted if the union's demands outside of the strike area are "the same in kind and extent" as those within it.

One example is the *general* call by the engineering workers' union for a 35 hour week.

Until legislation clarifies the legal situation each interpretation by the courts is a political decision.

For this reason, legislature must clarify both paragraph 116 of the Labour Promotion Law and the 1973 Neutrality Order.

The Federal Constitutional Court in Karlsruhe is unlikely to approve of any fundamental curtailment of strike laws purely on the grounds of the growing industrial integration.

Legislative authorities would do well to heed the warning by the former president of the Constitutional Court (and CDU politician), Ernst Benda, who stated that a refusal by the Federal Labour Office to pay money to workers affected by industrial disputes outside of the immediate area of industrial action could represent an unconstitutional intrusion upon the ownership rights of the unemployed, who have after all paid their contribution to the unemployment insurance scheme.

Employers, for their part, are also aware of the fact that Benda is right in at least one respect.

The employers' unemployment insurance contribution towards the unemployment insurance scheme is a part of the labour costs, withheld wages as it were, which the workers have to earn just like every other pfennig in order to remain profitable for the employer.

Peter Diehl-Thiele

(Süddeutsche Zeitung, Munich, 22 January 1986)

Continued from page 4

wondered whether reconciliation was specific enough to carry political clout.

The party found it hard to arrive at a decision, and Herr Rau himself decided the issue by backing a slightly tougher alternative: "Reconcile Rather Than Divide."

The conservative Church assembly slogan his advisers had initially felt might appear too pastoral was adopted as the keynote of his Ahlen address.

It was given pride of place among initial campaign mobilisation moves and became the keynote of the advertising campaign.

While a number of SPD campaign managers in Bonn and Düsseldorf were still wondering whether reconciliation was enough, the dispute over unemployment benefit for people out of work as a result of strike action in support of a wage (or other) claim their own union also supported emerged as a major clash over the post-war social consensus.

People don't feel this issue is merely a trade union problem, one SPD man says. They feel someone is fiddling with a cornerstone of the social contract.

As a result Herr Rau's appeal for reconciliation has been lent extra credibility. The main campaign issue did not arise until the window had already been dressed, as one Rau aide puts it.

The candidate and his slogan certainly suit each other well. Herr Rau is not given to exacerbating political conflicts. His instinct is to reconcile people, at times even in contexts where a clash might be better.

Social Democrats, who feel discussion is the spice of life, have lately felt most upset that their candidate is not a born heckler.

The fact that the slogan suits him to a tee could yet prove a problem for Herr Rau in terms of campaign planning. Even friends wonder whether he is capable of hitting out when the need arises.

Johannes Rau would be uneasy about the very idea of hitting out. One campaigner complains that Herr Rau seems to feel constitutionally unable, and certainly unwilling, to hurt others.

As a result his newspaper appeal to voters referred to gaffes the Bonn government had committed yet failed to name chapter and verse. Herr Rau cut out specific mentions in the final version of the copy.

Werner A. Perger

(Deutsches Allgemeines Sonntagsblatt, Hamburg, 26 January 1986)

■ FINANCE

Industry chief speaks out in favour of SDI

Any West German participation in SDI, Strategic Defence Initiative, would not harm relations between it and the Soviet Union, believes a spokesman for German industry. Otto Wolff von Amerongen, head of DIHT, the standing conference of German chambers of commerce and trade. Here, he is interviewed by Thomas Meyer, of the *Kölner Stadt-Anzeiger*.

Herr von Amerongen used to be skeptical about German participation in SDI, but he now feels Bonn has done the right thing by sending Economic Affairs Minister Martin Bangemann to Washington to discuss terms for possible German involvement.

He says lost time should now be made up and a framework for technological collaboration in SDI should be worked out.

American mistrust about European wishes to gain access to confidential technological aspects of the project must be dispelled.

Much of the American concern was the fear that information would leak out to East bloc countries.

He would like to see a technological framework agreement between Bonn and Washington to make it easier for German firms to become involved in SDI research.

He has no objections to cooperation of this kind and thinks that whoever wants to take part should be able to.

Each firm must decide for itself if SDI and its possible spin-off products suit it.

But he warned that there was no indication that German industry as a whole was enthusiastic about SDI research.

Von Amerongen does not regard an agreement on industrial collaboration within the framework of this space research project as being tantamount to a decision by Bonn in favour of the USA and against European cooperation.

SDI and the European high-tech community, Eureka, are not incompatible from a German point of view, particularly since Bonn would not provide government money for SDI research.

Von Amerongen insists that his statements refer to current agreements, and feels that it is too soon to make any fundamental decision about SDI involvement.

He does not believe that SDI involvement would have a bad effect on German-Soviet relations.

The Soviets already knew that there was no way of preventing German firms from taking part.

Referring to economic ties, he said the Soviet economy was more deeply embedded in world trade today than many people wished to admit. For example with natural gas and other energy products.

Whatever happened, the Federal Republic would remain an important partner for Moscow, both as a supplier and an importer.

The Federal Republic was an obvious choice as a partner when it came to implementing Gorbachev's plans for modernising the Soviet economy, since the Germans have always understood how to tailor their products to industrial needs.

Soviet interest in further collaboration was sufficiently great to be able to influence the political climate.

It was not a German commitment, as an American ally, to negotiate contractual obligations with the American Administration beyond the level envisaged by Herr Bangemann in Washington.

Von Amerongen is sceptical about whether Washington was really as keen on support for SDI as was often implied in Europe.

In addition, he has his doubts about whether a new Administration in Washington would simply accept the SDI plans as they stand.

Bonn should also take the necessary budget cuts in America into account *when making its final decision on SDI*, and not just current wishes.

He is apparently unhappy because recent criticisms he made of the Bonn government hit the headlines.

But he fully backs the government's decision not to impose economic sanctions against Libya.

Most of the measures demanded by the Americans following the bomb attacks in Rome and Vienna had already been taken in the Federal Republic anyway.

The main reason had been the growing balance-of-payments difficulties facing Libya during recent years.

Thomas Meyer
(Kölner Stadt-Anzeiger, Cologne, 24 January 1986)

US-Europe meeting fails to find trade compromise

The United States and the European Community are still not able to settle trade policy differences. A special meeting in San Diego, California, between senior officials from the European Community, Japan and the United States, were unable to bridge the gap.

There was a sharp exchange between the European commissioner responsible for trade, Willy de Clercq, and Washington's trade envoy, Clayton Yeutter.

The clash was triggered by European warnings that the new round of trade liberalisation talks within the framework of the General Agreement on Tariffs and Trade (Gatt), which the Reagan Administration is known to favour, might be at risk if the USA further restricts textile imports.

Congress, under heavy electoral pressure, has already prepared a bill which would toughen up restrictions. But it hasn't been unable to get the two-thirds majority needed to beat a presidential veto.

Congress will make a second attempt in August. The bill's supporters expect that by then the US trade deficit will have got even bigger (1985: roughly $US145 bn) before the dollar stops depreciating. The individual Americans states with extensive textiles production are already under tremendous pressure, and 33 senators and 435 members of Congress have to be elected in November.

So the bill will probably go through.

The Reagan Administration is taking this situation at home into account by maintaining a restrictive line in talks on the extension of the Multifibre Arrangement, which expires on 31 July. This is not likely to help Third World suppliers.

These suppliers are already angry because Washington has been erecting inventive, import barriers and imposing country-by-country quotas for textiles.

In San Diego, de Clercq tried to persuade Yeutter that most developing countries would pull out of a new round of Gatt talks if the Americans also decide to impose more rigid trade barriers on this sensitive commodity group (barriers have already been raised in the case of sugar).

De Clercq's powers of persuasion, however, were not enough.

Yeutter, who several years ago won the "cheese war" for the USA against the European Community, was unwilling to accept the connection between textiles and the Gatt talks.

In his opinion, the fact that all 90 Gatt members will be taking part in negotiations, which the White House has scheduled to begin in September (preliminary talks start on 27 January), is *not* all that important.

"If we make an effort, the developing countries will play along", he said.

However, things are not quite that simple.

Bonn's Economics Minister, Martin Bangemann, who also spoke to Yeutter during his recent visit to Washington, feels that the next round of Gatt negotiations hangs by a thin thread. This could easily break if the USA steps up protectionism:

Any move which could rebound on Third World countries should be avoided.

In the current situation counterproductive measures could prove disastrous.

Bangemann claims that Washington has so far been unable to convince any leading developing countries of the need for a Gatt round.

Countries such as Thailand, Taiwan and South Korea have been convinced of the benefit of such talks by the Europeans.

A liberalisation of world trade can only be effected if it is broadly based.

The atmosphere in San Diego was extremely strained as de Clercq told Yeutter [illegible] urging the poor [illegible] to import more and, at the same time, pay their debts, if other countries sealed off their markets for imports from these countries.

Such an approach, said de Clercq, is illogical and unacceptable. Yeutter, however, insisted that there was still a chance "that everyone will benefit".

The USA's proposal to turn Gatt into a kind of international court for the speedy settlement of trade disputes was flatly rejected.

The European Community is unwilling to alter the nature of the Geneva-based multinational organisation, which has reached its agreements since 1948 via consensus.

Horst-A. Siebert
(Die Welt, Bonn, 21 January 1986)

German banks declare support for international loan plan

West German banks operating internationally have endorsed a joint declaration of support for the Baker Plan.

Under this, banks are to give $US20 billion of new loans to 15 highly indebted, middle-income developing and newly industrialising countries.

The Baker Plan takes its name from a proposal by the US Treasury Secretary, James Baker, at the annual meeting of the International Monetary Fund and the World Bank in Seoul last October.

These new loans are connected with extra loans of about $US9 billion by the World Bank and the Inter-American Development Bank to this group of countries.

Representatives of about 40 West German banks were invited by the big three

Handelsblatt
WIRTSCHAFTS- UND FINANZZEITUNG

banks of the Federal Republic of Germany, the Deutsche Bank, the Dresdner Bank and the Commerzbank, to approve the declaration at a special meeting in Frankfurt.

Other national banking groups already approved the Baker Plan last year.

By accepting the idea, the German banks have managed to get out of the line of fire of international criticism just in time.

The head of the Commerzbank, Walter Seipp, only recently pointed towards the growing international criticism about the lack of a joint declaration of support by West German banks.

He said West German solidarity for Baker's initiative a absolutely essential.

Seipp knew what he was talking about. Many international banking men, especially New York, have been asking: what's the matter with German and Swiss banks?

It was only during a meeting in Washington of the so-called "Baker Initiative Committee", which consists of representatives of the world's leading coordination banks including the Deutsche Bank and the Dresdner Bank, that the German banks realised that they could no longer hold back a declaration of support.

It took a move by the big three German banks, however, to set the ball rolling at a national level.

Whereas government agencies played a major role in fostering the idea in the USA, Britain, France and Japan, the government in Bonn and the Deutsche Bundesbank have been more reserved.

Both the Bonn government and its central bank have told the commercial banks that they cannot expect more export credit guarantees or similar government support for their involvement in the Baker Initative on a "burden-sharing" basis.

"It is obvious that the German banks cannot simply accept this official policy.

But the fact that a Bundesbank man went to the bankers' meeting in Frankfurt could be taken as an act of support.

It is hardly surprising that the German banks see their support as "conditional". They insist on some financial support from the government within the framework of the Baker Initiative.

But the banks know that it is difficult to control this kind of fair burden-sharing.

The fact that the German banks have now indicated their "conditional" willingness to provide between 6 and 7 per cent of the $US20bn in "fresh money" for highly indebted countries during the next three years does not impress banking experts.

Even without the Baker Plan, which is still vague, the leading German banks would have probably granted loans worth about the same amount.

This declaration of solidarity with the Baker Plan may, however, might persuade other banks to follow.

Klaus C. Engelen
(Handelsblatt, Düsseldorf, 22 January 1986)

■ THE EUROPEAN COMMUNITY

Book urges basic reform of agriculture policy



Economic controls would be scrapped and a more regionalised social policy introduced under a comprehensive proposal for reforming the costly Common Agricultural Policy (CAP) outlined by a German authority.

Hermann Priebe, head of the rural structural research department at Frankfurt University, says that instead of paying farmers billions in subsidies to produce surpluses, farming should be encouraged to be socially, ecologically and economically sound.

In a book called *Die subventionierte Unvernunft*, he criticises "the unrealistic" ideas of the Greens and also the policies of farmers' unions more interested in keeping the status quo so the richer farmers stay that way.

But he hits equally hard those economists who, he says, blind to both the needs of the environment and the social requirements of farming communities, call for big cuts in prices.

Another book about European agriculture is, *Und grün bleibt die Zukunft*, by the West German Agriculture Minister, Ignaz Kiechle.

Kiechle is as adamant as ever that high prices and earnings should remain (his refusal to agree to lower price guarantees for foodgrain in the Council of Ministers last year was the first veto used by Germany in the European Community).

Professor Priebe says in his book that economic and ecological demands are now reconcilable. Methods of agriculture which are less intensive but better adjusted to nature should be encouraged.

But all the changes would be within the framework of the social-market economy. There would be bonuses for specific farmers but market prices would be the basis for sales.

Most people agree that CAP can't carry on as it is. It grows more expensive every year and despite production limits and penalties, surpluses continue to accumulate.

Sides of beef and mountains of butter are piled high in cold storage and foodgrain fills silos to the brim.

Factory farms, subsidised for years by European Community grants, pose a growing threat to the environment, yet one family farm after another is forced to quit.

Now Spain and Portugal have joined the Common Market the problems that beset European agriculture will grow even worse, with the cost of surplus production growing even higher.

Several reform proposals worth taking seriously have been published, including Professor Priebe's.

They include the European Commission's green paper, the Bavarian government's policy paper, the proposals of Baden-Württemberg Premier Lothar Späth, the FDP's Gallus Paper and the SPD's revised Apel Paper.

The CDU/CSU has entrusted the Albrecht Commission with drawing up reform proposals.

Everybody — and that means not just politicians in Brussels and Bonn, not just farmers and farmers' union officials, but also European taxpayers and consumers — should read Professor Priebe's book.

He has advised the European Commission and the Bonn government on several occasions.

For years he has forecast the wrong directions European agriculture has taken, warning against the consequences of policies pursued by Bonn and Brussels.

In his book, which is readable for experts and non-experts alike, he calls for sweeping changes.

Instead of paying billions in subsidies to produce agricultural surpluses for which there is no market he says socially, ecologically and economically sound farming should be encouraged.

It must consist of policies we can afford, be based on the traditional ecological cycle, ensure the livelihood of family farms and respect nature as the groundwork of life.

He is not advocating romantic utopias or ecological dreams of a rural idyll.

He is, for example, critical of "unrealistic" concepts of the Greens.

Professor Priebe deals in detail with how the rot set in. His claim that economic and ecological demands are now fully reconcilable would appear to be supported by a comparison of the earnings of conventionally and alternatively run full-time farms.

Lower yields per hectare are more than offset by less spent on fertiliser and pesticides and higher prices paid for "biological," untreated produce.

On balance the alternative farmer operates at a higher profit than farmers who rely on conventional methods and techniques.

Professor Priebe is opposed to factory farming, partly because of its destructive effect on the environment. But he doesn't want to be pigeonholed as one of the "back to nature" brigade.

He favours using the latest scientific and technological findings and know-how, but at a higher level of natural understanding.

He says agricultural policy must encourage methods of cultivation that are less intensive and better adjusted to nature.

Less attention must be paid to increasing output and more to environmental protection and product quality.

He advocates scrapping economic controls and developing a more regionalised social agriculture policy within the framework of the social free-market economy.

He is certainly opposed to the grow or perish approach, and he sees family run farms as the basis of the agricultural system he envisages.

By using specific income bonuses for disadvantaged farmers he hopes to revert to market prices and dispense with the monstrous system of subsidies.

Large-scale factory farms should be taxed more heavily and more assistance given to ecological but more extensive cultivation.

A sliding scale of levies is more likely than production quotas to stem the tide of surplus output, he feels.

The new approach must be based on a new, combined incomes policy consisting of mainly market-oriented prices and direct offset payments to farmers.

This combination would, he says, ensure greater social justice than the system of price guarantees that best suits large-scale producers.

It would make more economic sense too, stemming the tide of surplus output and saving funds that would then be available for direct payment as grants to disadvantaged farmers.

Die subventionierte Unvernunft is full of facts and at times a provocative book. A deeper insight can be gained by reading *Agrarpolitik in der EG* (Agricultural Policy in the European Community), edited by Priebe, Scheper of Kiel and von Urff of Munich.

Agriculture Minister Kiechle's book shows that Bonn is also slowly edging its way toward a new agricultural policy.

Unlike impartial scientific observers, he takes sides, combining information, justification and political propaganda.

He is as adamant as ever on high prices and earnings but is no less keen on environmental protection and family farms and determined to stem the tide of factory farming.

"An intact environment," he writes, "is for agriculture not a nostalgic dream but the sine qua non of production."

Written by a Bonn Agriculture Minister, this comment sounds a note of promise.

Thomas Gack
(Hannoversche Allgemeine, 11 January 1986)

No end to farm surpluses in sight, says survey

In 1990 agriculture in the European Community will still have an imbalance between supply and demand, according to a survey compiled for the European Commission in Brussels.

For 1990 the following surpluses are expected:

- 33 million tonnes of foodgrain
- 30 million hectolitres of wine
- 11 million tonnes of milk
- at least 1.5 million tonnes of sugar
- and 200,000 tonnes of beef.

The Community will, as Brussels sees it, continue to contribute its fair share toward the world market for agricultural produce.

In keeping with international trade the Commission is expecting an increase in agricultural exports.

In other agricultural products the Community is expected to improve its output in terms of a percentage of self-sufficiency.

Between 1982 and 1990 the Common Market is expected to boost self-sufficiency in sheep and goat meat production from 72 to 89 per cent and in tobacco output from 48 to 63 per cent.

By 1990 the 12-member Community's population is expected to increase to 326 million, but consumer spending by private households will increase by only about two per cent per annum, as against four per cent in the 1960s and three per cent in the 1970s.

The Commission sees estimated demand for foodstuffs in the developing countries as increasing to 67.3 million tonnes of foodgrain and 16.7 million tonnes of milk and dairy products by 1990.

By the end of the decade the agricultural produce developing countries need to import will cost roughly $11.4bn, with world grain trade estimated at roughly 235 million tonnes.

Despite an increase in per capita con-

Continued on page 12

■ BUSINESS

Money means selling means travelling

DIE ZEIT

West Germany is likely to sell almost 730 billion marks worth of goods outside Germany this year.

Exports account for 35 per cent of production, more than any other major industrialised country.

The extent of West Germany involvement in world trade is shown in the number of industrial fairs — it has about 100 major ones a year, also more than any other country.

To sell goods in foreign countries, of course, people must get up and go out and sell. Business travel is a huge industry, but there are not many reliable statistics about it.

Many of the figures that are available are contradictory. For example, in 1981 the Transport Ministry calculated that 55.5 million company trips had been made. A survey by the Economic Affairs Ministry revealed that, in 1980, 120 million business trips had been made.

A Starnberg study group for tourism report for 1983 said that there had been 28.5 million business trips.

The *1985 Travel Analysis* from the Starnberg research unit helps a little.

It found that, in 1984, four million people made 29 million trips; 60 per cent of these trips involved at least one overnight stay.

The economics magazine *Capital* recently published an extensive statistical survey of business travel.

The magazine's brochure is based on both on the *1985 Travel Analysis* and a specialist market media survey called *LAE* in which 822,000 senior people from industry and government were questioned.

This revealed that 557,000 executives regularly made business trips — they made almost 21 million trips in West Germany and 1.6 million outside.

The *Capital* brochure compared the two publications and found that 80 per cent of all business travel was by executives.

The LAE survey said that this tiny group of 557,000 comprising 1.7 per cent of all West German adults, made 20 million business trips a year. This is compared with figures in *1985 Travel Analysis*, which show that 55.2 per cent of West Germans make 32.6 million holiday trips a year.

With the aid of the LAE '85 figures the *Capital* report has broken down the details about this small group.

It begins by looking at the division by occupation.

The largest group, 48 per cent, is made up of executives. They make 54 per cent of all domestic trips and 65 per cent of all journeys abroad.

The travel done by the 13 per cent of self-employed is above average, 14.6 per cent of all domestic travel and 17.1 per cent of trips abroad.

Doctors, lawyers, tax and business advisers, people in the professions that is, made up 16 per cent of the travellers, but they travel very little. They only accounted for 13.3 per cent of all domestic travel and 9.5 per cent of the trips abroad.

Senior government officials, 23 per cent of the total, only accounted for 8.8 per cent of the trips overseas but 18.2 per cent of travel within this country.

The survey reveals that industry accounts for the lion's share of business travel. In LAE '85 it is referred to as manufacturing industry including construction. Thirty-five per cent of industry managers were in this sector and they accounted for 40 per cent of all domestic and 55 per cent of all foreign travel. Managers in commerce and service industries, 30 per cent, made 37 per cent of the trips within West Germany, above average, and 29 per cent of all foreign travel.

Other groups whose work is less directly market-oriented such as scientists, artists or doctors for example, only accounted for a modest proportion of business travel although they made up 35.2 per cent of those who travelled. They made 23.1 per cent of business trips within the country and 15.7 per cent of journeys taken abroad.

The *Capital* report turned to a 1983 Transport Ministry study to find out what transport business travellers used.

It reveals that 64 per cent is by car, 22 *per cent by plane and 14 per cent by train.*

The high figure for car travel is the result of the Ministry's statistical method which includes all daily travel taken over 50 kilometres. The trend is that the car is preferred for short-distance trips and the plane for journeys exceeding 500 kilometres.

Train hovers around somewhere between these two distances. Train is used by four per cent of business travellers for distances from 50 to 100 kilometres, but the figure drops to only two per cent for distances exceeding 1,000 kilometres.

The train is used by 23 per cent of travellers for stretches between 300 and 500 kilometres.

The report reveals that 60 per cent of business trips last longer than a single day. Data concerning hotel accommodation used by managers on business travel mentioned in the brochure is provided by the West German Hotels and Restaurants Association and deals only the hotel accommodation within West Germany unfortunately.

Hotels in major cities are the most favoured, accounting for 50 per cent of all over-night stays for business purposes.

If over-night stays for fairs (12 per cent) and congresses (20 per cent) are taken into account large city hotels have over 80 per cent of busines travel reservations.

Holiday and spa hotels get the rest of the bookings that often give them business for conferecences and meetings in the thin out-of-season periods.

Capital is only able to provide estimates of the amount of money spent on business travel. Companies and government provide about DM20 billion for the business travel undetaken by their employees and representatives.

One estimate reckons that domestic travel accounts for about a half of this sum.

Isolde von Mersi

(Die Zeit, Hamburg, 17 January 1986)



Room at the top: from left Jolanta Buch-Andersen (Denmark), Lilian Uchtenhagen (Switzerland), discussion moderator Heinz Goldmann, Viola Hallmann (Germany) and Claudia Matta (Italy). (Photo: private)

Women executives tell how they reached the top

Only 1.5 per cent of senior managers in Europe are women although women account for 52 per cent of the population.

Women executives have inevitably become an elite. So why do they get where they are when so many other women don't? What is their special quality?

The Heinz Goldmann International Foundation tried to find out. It brought together four top European female executives for a discussionin Frankfurt.

The unsurprising thing to emerge was *that their management styles were no different from men's.*

Board chairman of the Danish Vanzy Food Group (confectionery), Jolanta Buch-Andersen, 46, decided in favour of a career, although she says that family and career can go hand in hand.

Viola Hallmann, 42, boss of the Theis-Kaltwalzwerke rolling mills in Hagen which employs 1,000, sees no alternative to her career: her 12-year-old daughter is raised almost entirely by her husband.

Frau Hallmann has been chosen female executive of the year by the business magazine *Capital*.

It is quite different for the Italian representative, Claudia Matta, 52, board chairman of the Turin bathroom fittings and fixtures manufacturers, Carrara & Matta. She has more than 600 employees, 60 per cent women.

She is divorced and has raised three children, but with difficulty: "It was a continuous balancing act."

Lilian Uchtenhagen, 57, is a national councillor in the Swiss government. Only at the weekend, along with her husband, can she care for her three adopted children.

She is president of the co-op administrative council in Zürich and is the only female politician in the organisation. She has had to give up her social life in order to acquire this "freedom".

These four women knew what they wanted in life and they still know it. They have been single-minded and are among the few top female managers in Europe.

That the direction they would take seemed to be set from the day they were born does not in any way diminish the achievements they have made in what is a man's world.

So, do they have a different management style from men, a "feminine" style? Do they have more sensitivity in relation to others, or are they less given to compromise than male bosses because they dare not display any weaknesses?

The four do have one thing in common: they all did well at school and showed leadership qualities in class.

All agree that their middle-class or upper class family backgrounds were the starting point of their careers.

Lilian Uchtenhagen says quite frankly that "money was not an important consideration in my career."

They have gained respect as leaders *by* their qualifications, efficiency, self-confidence and a considerable ability to see things through.

Are they liked? They are looked upon in just the same way as their male colleagues.

Claudia Matta said: "At 22 I fired my managing director and took over his job." The company's future demanded it.

Frau Hallmann, grand-daughter of the business's founder, saw justifications for such a decision.

She said: "I am responsible for our success or our lack of success." A difficult personnel decision would not worry her at all.

The audience sensed that all except the Swiss woman tended to lack the human touch.

It is not surprising then that women executives do not open the door wider to women for managerial appointments than men do, or give greater emphasis to promoting their sex.

Women obviously work badly with other women.

Speaking of her own career Lilian Uchtenhagen said: "Women have no more problems than men. They do work well together."

She was the only one among the four who called for better and stronger support for women striving to reach executive levels.

She encouraged women by advising them that they learned from trying. Women should not conceal their abilities and not waste themselves. Achievement increased self-confidence.

What were their relationships with their male employees?

Claudia Matta said, "I forget that I am a woman. I do not have any problems with my colleagues. I have more with my family."

Heinrich Halbig

(Kölner Stadt-Anzeiger, Cologne, 18 January 1986)

■ MOTORING

Electronic traffic guide gets rid of need for maps



Eva is the name of a Blaupunkt dashboard computer which is part of an electronic traffic guide for motorists (Eva is an acronym of *Elektronischer Verkehrslotse für Autofahrer*).

The system is designed to take motorists through unfamiliar towns and cities without having to refer constantly to a map.

After the details of the journey have been entered, a synthetic voice reads out the travel instructions.

One-way streets, no-turn signs and other impediments are all taken into account.

Eva is not the only system on the market. There is also Carin, from Philips; the Citypilot, from VDO; the Bosch Electronic Scout; and the Siemens Auto-Scout.

All should see motorists safely through even the most baffling maze of streets.

The device relies on two navigational aid systems: a position-finding system to find out the car's location and a town plan stored in the dashboard electronic brain that works out and monitors the route to be followed.

The position-finding and traverse navigation system makes a note of the distance and changes in direction travelled, relying on signals relayed from the rear wheels.

The differences in distance travelled by the rear wheels can be logged to indicate direction.

The computer uses its town plan to work out the easiest way from A to B. Position, angles and distances are known; the rest is plain sailing.

That, of course, is an understatement. The position-finding and navigation systems have to measure up to the most exacting standards.

In city centres crossroads can be as little as five metres apart and the system must be able to distinguish between them.

That means that regardless of the distance already covered the car's position must be measured to well within 25 metres, and this accuracy requirement has proved extremely difficult for all systems so far developed.

Errors must be constantly rectified by cross-reference to the computerised town plan.

The system knows exactly where the car is as soon as it turns a corner, for instance.

The motorist doesn't have to keep to the prescribed route.

If he leaves it because of a traffic diversion or because he has missed a turning, Eva will notice and switch to an alternative route.

All possible routes are checked as soon as location and destination are keyed into the system.

In selecting the best route Eva doesn't just choose the shortest distance; the computer also bears in mind one-way streets and average driving times.

Computerised maps were first envisaged as being stored on compact cassettes, but compact discs now seem a better option; their storage capacity is much higher and information retrieval is much easier.

The Auto-Scout, a system devised by Siemens in collaboration with Volkswagen, the Daimler-Benz navigation computer and the VDO Citypilot all refer to the Earth's magnetic field for position- and direction-finding.

The magnetic field probe is about the size of a matchbox and responds to as little as one thousandth of the Earth's magnetic field.

The device is incorporated horizontally in the vehicle and responds to the horizontal waves of the magnetic field.

In the total absence of a magnetic field the sensor is absolutely symmetrical.

Field influence results in a directional asymmetry that is evaluated by the electronic brain.

As the probe is extremely sensitive it responds to a wide range of interference, such as the steel mass of the car itself, electrical interference (from passing trams, for instance), anomalies in the Earth's magnetic field and steel or reinforced concrete structures.

The pattern of interference from the car itself can be fed to and taken into account by the computer; but external interference must be constantly monitored and offset.



On the road with the electronic traffic guide. (Photo: Blaupunkt)

The computer compares the last few seconds' readings and eliminates data that don't fit into the picture, as it were.

Seven readings a second ensure that direction is always accurately indicated.

The electronic compass that forms part of the Philips Carin (short for Car Information and Navigation) system is regarded as no more than a makeshift solution.

In the long term the manufacturers are thinking more in terms of satellite navigation.

Use of the American Navstar global positioning system is envisaged.

It should be operational, with 18 satellites arrayed in outer space, by the end of 1988.

Via the civilian part of the system users will be able to find their position anywhere on Earth at any time of the day to within about 10 metres.

A particularly important point for the motorist is the way in which directions are relayed to him.

Spoken commands are better and safer, say Philips and Blaupunkt, because they are less likely to divert the driver's attention from traffic.

This cannot be said of an arrow display. Eva's synthetic voice issues instructions such as "please keep left" and "turn left at the next intersection."

The VDO Citypilot in contrast dispenses with the spoken word and relies instead on a liquid crystal display to indicate direction and target.

The direction indicator is a compass, the target indicator shows the divergence of the car's momentary direction from the direction of its target.

Targeting is 97 per cent accurate, meaning to within a radius of 150 metres over a distance of five kilometres.

There are plans to mark in targets such as filling stations, multi-storey car parks and hotels so they can be targeted directly.

After years of research Philips engineers have finally devised the Carin system to draw up a route, direct the driver to his destination and indicate the car's exact position at any given moment.

Carin also reveals many details of the surroundings that the motorist would otherwise have to track down in a variety of road maps.

An electronic co-pilot could make motoring much easier, especially on long runs and particularly in commercial traffic, where time is money.

Truck drivers often drive for far too long and are an accident risk; Eva or a similar system could be a great help.

Surveys have shown that motorists could on average plan their routes about 20 per cent more effectively if they weren't just guided by landmarks they know well.

Carin, for instance, will help them to reach their destination directly, inexpensively and safely.

The system comprises a compact disc unit, a dashboard computer and a position-finder.

Michael Zimmer

(Die Welt, Bonn, 22 January 1986)

■ THE CINEMA

The face that caused tears of joy amid the ruins of war-torn Vienna



Once upon a time there was a little girl named Maria. She was so fair and charming that the whole world adored her.

She was born in beautiful Vienna on the Danube, where every second person has the gift of acting.

The Muses had kissed her twice; her mother was an actress and her father a writer.

When she was 16 and training in a bank in Switzerland, a famous film producer came along and gave her a role in the film *Der Steinbruch* (The Quarry).

She was so good and convincing in the role she played that everyone said she must become an actress.

So she took acting lessons and straightaway toured with a famous older colleague through the German-speaking world playing unhappy Margareta in Goethe's *Faust*.

The audiences had come through a terrible war and now here was this talented girl. The contrast was immense. They wept. She was so good.

A more famous producer than the one involved with *Steinbruch* saw her and said: "This Maria has a face that fits our times. We'll make her into a great star."

No sooner said than done. He gave her the role of Madeleine in the film *Es kommt ein Tag* (literally: A day comes), a lovestory from the First World War.

People who were trying to re-build their lives from the destruction of war, went to the cinema in droves and furtively took out their handkerchiefs in the dark to dry their tears for Maria/Madeleine moved their hard hearts.

The producers were more concerned with the box office. They sniffed a chance in the air because the Americans had begun to flood the conquered country with their expensively-produced films.

They quickly made another film with Maria, entitled *Dr Holl* that dealt with a young girl who was fatally ill and in love with a doctor who made her happy for the last few days by telling a compassionate lie.

Once more Maria's young lover for whom she struggled and wept was a not so young blond actor with slightly wavy hair and an aristocratic look.

Once more the people came in droves and sobbed and were happy since there was another dream couple who promised them a vision of goodness and faith despite all their suffering.

You could go on for ages telling of Maria Schell's past in this way. She has now just celebrated her 60th birthday at her castle near Wasserburg on the Inn in Austria.

It is a fact that for more than a decade Maria Schell played opposite Dieter Borsche and O.W.Fischer in German film romances with titles such as *Der träumende Mund* (Dreaming lips), *Bis wir uns wiedersehen* (Till we meet again), *Solange Du da bist* (So long as you are there) and *Tagebuch einer Verliebte* (A lover's diary).

In between 1951 and 1958 she was awarded seven Bambi Prizes that is a measure of a star's popularity. The critics poured scorn and derision on these films and dismissed them, not without justification, as hypocritical sentimentality, even through many of these films, seen from a contemporary viewpoint, are regarded now as good solid entertainment.

International recognition was awarded Maria Schell in 1953 with the film *Die Letzte Brücke* (The last bridge). For her role as a brave young girl in the bloody partisan war she was named "Best actress of the year" at Cannes.

Of course Maria Schell is something more than just a fairy-story idol in postwar German films.

Although she can with ease cause tears to flow and show feeling, she has based her stage, screen and television performances firmly in Stanislavski's "method acting".

This explains why she caused a furore in France with films such as *Gervaise* and *Ein Frauenleben* (A woman's life), and why she was triumphant in the former Ingrid Bergman role of Maria in the television series of Hemingway's *For whom the bell tolls* and on Broadway in Pawel Kohut's *Armer Mörder* (Poor murderer).

This explains why, in the mid-1960s, she was able to relate to classical and modern roles, in Schiller's *Maria Stuart*, in Ibsen's *Doll's House*, Dürrenmatt's *The Visit* and the blind duchess in Arabal's *Turm zu Babel* (Tower of Babel). In all these classical and modern roles and the older roles she later played the charm of an astonished child and the spontaneity of youth glows through. In my view that is the secret of her radiance. She is capable of laughing with her soul and her child-like dreamy eyes and pursed lips reflect the pain and good fortune of her own experience of life.



Maria Schell . . . laughing with the soul (Photo: Teutopress)

Her marriage to director Horst Hächler (with whom she has made a series of mainly weak films) foundered. She has a happy relationship, however, with Veit Relin. They have similar private and artistic interests and the Turmtheater in Sommershausen.

Drama historian Siegfried Melchinger wrote of Maria Schell in 1955, after she had played Luise in Schiller's *Kabale und Liebe*: "On stage she showed none of the characteristics that made her such an attractive woman on screen: her frank and open face and her spontaneity. On stage she was not even girlish.

"Instead she played Luise as oppressed, cowed from head to toe, even through Schiller saw the role as one incorporating greatness and pride.

"What had happened? For fear of letting her screen persona command the stage she allowed herself to be immersed in the action of the dramatic role. All she did was act out the action and the sensual woman, invariably associated with Maria Schell on screen was as dead as a dodo."

Maria Schell went on to fight against the demands of the director when she was on stage.

She could be and wanted to be, she can be and will be herself, without any of the sentimental clichés that have surrounded her in the past.

Or as she said in her memoirs "Acting means loving."

Hans Jansen

(Westdeutsche Allgemeine, Essen, 15 January 1986)

Hildegard Knef still going strong at 60

Hildegard Knef was born in December 1925 in Ulm and brought up in Berlin.

She became an actress in 1942 at the age of 15 whe she was discovered by Wolfgang Liebeneiner.

In 1945 she appeared on the stage in Victor de Kowa's *Tribüne*.

Then she shot to fame in 1946 in Wolfgang Staudte's first post-war film *Die Mörder sind unter uns* (The murderers are among us) made for Defa, the Ufa film studios in Potsdam, renamed Defa after the war.

Hildegard Knef is now 60 and very much a part of life in the Federal Republic including, as politicians do not hesitate to add, Berlin (or at least the western sector of the city).

Her reputation was consolidated by two further films, *Zwischen Gestern und Morgen* (Between yesterday and tomorrow) and *Film ohne Titel* (Untitled film) made in 1947/1948.

She married an American and inevitably moved to Hollywood. Of course in Hollywood she did not have the same success. She returned to West Germany.

In 1950 Willy Forst made *Die Sünderin* (The sinning woman). Knef's short appearance in the nude was a sign of the growing moral prudery of the young Republic. Are we as sexually liberated as we would like to think?

Die Sünderin shot Knef to fame. The list of films she made in this country and Hollywood is astonishingly long.

Entscheidung vor Morgengrauen (Decision before daybreak) was also a success in the United States, then again in America for *Kurier nach Triest* with Tyrone Power, *The Snows of Kilimanjaro* with Gregory Peck, and in West Germany *Nachts auf den Strassen* (At night on the streets), *Illusion in Moll* (Illusion in a minor key), *Alraune* (Mandrake) and other films. Her success reflected the ascent of the Federal Republic. More films followed. They were often unsuccessful. In *Madelaine und der Legionär*, produced by the revived Ufa company, we see a new Knef. West Germans had taken the Romy Schneider "Sissy" films to their hearts. Marketing managers in the cinema industry changed their advertising strategy.



Hildegard Knef . . . aristocratic profile. (Photo: Ullstein)

They now had their doubts about the Knef piercing, clear eyes and aristocrat profile, suspecting that this expression of the immediate postwar period was not good box office.

Hildegard Knef's strengths lay in her scepticism, her distance and critical observation.

She began a second career in 1963 as a singer, and there are traces of these qualities in her best chansons, but also the vulnerability of the actress who would rather conceal her sensitivities behind fine words or a neat turn of phrase.

Knef, ever a "child of the times" began to "exploit" herself. She wrote her autobiography *Der geschenkte Gaul* (The gift horse), often witty and realistic with factual observation.

Klaus Pohl's play *Das Alte Land* recently produced in Darmstadt brought to mind the Rudolf Jugert/Helmut Käutner film *Film ohne Titel* made in 1947.

The play, written by an exciting young playwright and directed by an exciting director, Jens Pesel, is an insight into the immediate post-war period.

Hildegard Knef played in the film alongside Hans Söhnker and Willy Fritsch, Peter Hamel and Fritz Odemar and the film had many minor details and episodes accurately capturing the little things of life in this period.

In the theatre Knef played generally only in entertaining, trivial pieces. But her experience of life and people could be well used in a play such as *Das alte Land*. Just a thought on her 60th birthday.

Gerhard Rohde

(Frankfurter Allgemeine Zeitung für Deutschland, 28 December 1985)

■ THE UNIVERSITIES

Rising to the challenge of getting technology transferred to industry

Technology transfer agencies are mushrooming. They establish links between universities and private firms, especially small and medium-sized companies. Commercial use of university research facilities is slowly taking shape, but Germany still has a long way to go before the transfer can in any way vie with Silicon Valley.

When Social Democrat business manager Peter Glotz was Senator for Scientific Affairs in Berlin in the mid 1970s, he was one of the political founding fathers behind the idea of technology transfer agencies.

The campus unrest of the class of '68 was on the wane and there seemed to be a gradual possibility of restoring less strained and less ideologically overburdened relations between industry and the universities.

Changes were needed because international competitors were advancing. And Berlin was to play a pioneering role.

The idea of a service facility easing industrial access to university potential has since proved its worth while and it has been emulated.

Agencies provide a brokerage service that helps industry to shed its reservations about the ivory tower of university research and use a marketing facility for research projects and findings.

A network of technology transfer agencies has been set up all over the Federal Republic of Germany.

Among the newest is the Hamburg Technology Transfer Institute, a registered society associated with the new Harburg University of Technology.

One of the facilities it provides is — shades of Silicon Valley — promotion of new companies.

Hansjörg Sinn, the former Hamburg Senator for Scientific Affairs, says that still not enough has been done.

Small and medium-sized firms are still extremely wary of dealing with universities. "About 95 out of 100 ideas come from the Technical University and a mere five from private enterprise," he says. "Twenty per cent are under consideration and 10 are being put into practice."

Professor Walter Eversheim of Aachen Technical University, adds: "Frequent reasons why technology is not transferred are, for instance, documentation worded too scientifically, the not-invented-here effect and the like."

Yet the process ought, in simplified terms, to be unproblematic. A small businessman approaches the nearest university with his problem, submitting details to the technology transfer agency and being supplied with proposed solutions by the relevant university department.

This is occasionally what happens but a recurring problem, Professor Sinn says, is that companies and research scientists fail to find a common denominator.

DIE WELT

Small and medium-sized firms are unable to generalise their specific problems and universities are accustomed to dealing with scientific problems of a general nature.

That, he says, is why there is no alternative to setting up and promoting transfer agencies that provide "interpreter" services.

Some of the difficulties are now made more relative by the process of acclimatisation and the fact that industrial problems are researched as PhD theses.

Jürgen Starnick, vice-chairman of the Standing Conference of West German University Vice-Chancellors and president of Berlin Technical University until a few months ago, sees technology transfer agencies as "a window on industry" the universities have opened up.

"You can tell from the outside that the universities have grown more approachable," he says.

Rhineland-Palatinate Premier Bernhard Vogel is keen to encourage them and has commissioned a report on how universities and research facilities can convert existing technological know-how into productive capacity.

Students' unions at the occasional university may still think in terms of outmoded categories and talk in terms of a scientific sell-out, but they are merely a throwback.

Universities with the widest and longest experience of technology transfer include Berlin, Bochum and Aachen. Unicontact, the Bochum agency, takes part in trade fairs and organises conferences for industry.

Wolfgang Budach, head of the agency, leaves no doubt that the influx of outside funds, DM41m in 1984, is due largely to Unicontact's services.

Unicontact — and Bochum University — customers are reported to be satisfied with the services provided.

Chambers of commerce are also associated with technology transfer work. This too may have been instrumental in gradually widening horizons.

Hamburg is by no means alone in promoting personal transfer, in other words the establishment of new companies by graduates of the parent university.

Professor Eversheim says: "The drawbacks of technology transfer are all offset when the inventor takes his own ideas with him into industry, puts them into practice and does so on the basis of personal motivation. The inventor and the innovator are then one and the same."

That was how the Silicon Valley success story was written. On the outskirts of Stanford University near San Francisco several hundred small and medium-sized companies have been set up over a 20-year period, starting with the Stanford Industrial Park.

Professor Eversheim has begun to put his ideas into practice in Aachen, while in Dortmund (and Berlin) progress has gone one step further, with the chamber of commerce and industry largely sponsoring a university-based new companies centre.

The chamber's Herr Aden says demand is so brisk that a second construction stage might well be warranted.

Essen in contrast is still in its early days where activities of this kind are concerned. A catalogue has been issued to carefully present to commerce and industry the university services available.

But the municipality, the chambers of commerce and industry and the savings bank have plans for the next step, a technology park.

A further feature of technology transfer is the occasional attempt to switch staff between universities and industrial companies.

The university specialist is seconded to private enterprise for a while and his opponent number does a stint at university.

This is the point at which complaints are heard about red tape and politicians (whose speeches are full of demands for the promotion of technology).

At an Essen conference Professor Eversheim complained that legislation, regulations and ordinances had been framed in recent years (and was still being drawn up) by bodies out of touch with the issues at stake.

These regulations impeded staff exchanges between university and industry and cooperation between companies and university departments and at times even made them impossible.

Peter Philipps

(Die Welt, Bonn, 8 January 1986)

Flexibility pays off as graduate employment rate improves

Many more graduates have found jobs in recent years than professional bodies and interest groups expected, a survey says.

Six per cent of the employed population are university graduates, as against 2.9 per cent in 1961. (Graduates here means university and not technical or other college graduates.)

Between 1976 and 1982 in particular there was an influx of graduates into the service trades, especially in the private sector.

These findings are reached in a survey commissioned for GEW, the National Union of Teachers, and entitled "Study and Career — New Graduate Employment Prospects."

It was compiled for the union by sociologists Baethge (Göttingen), Hartung (Berlin) and Teichler (Kassel).

They say the grim vision of an academic proletariat is mistaken and many forecasts made in recent years have been solely intended to discourage young people from going to university.

The job problems graduates face are a result of general unemployment, and graduates are much less hard hit than "ordinary" workers.

By no means all graduates, especially graduates with teaching qualifications, have found jobs in the careers for which they have been trained, but many graduates have found new and interesting

Continued on page 13

■ THE ENVIRONMENT

Disaster map reveals widespread risk of landslides where trees are dying off

Seventy-eight per cent of Alpine woodland acreage is pollution-damaged, says the latest Bavarian forest damage report.

Sixty-three per cent of Alpine woodland is said to protect the region from erosion and 43 per cent to protect it from avalanches.

The forest plays a protective role in the Alpine foothills that cannot be taken over by even the most sophisticated system of anti-avalanche precautions.

In mid-May last year a mudflow started moving near Immenstadt on the German Alpine Route. Mudflows are nothing unusual in the Alps, where landslides have always happened.

What was special about this particular mudflow was that it had been forecast beforehand.

A year earlier the German Alpine Association (DAV) had published "disaster maps" indicating where landslides, mudflows and rockfalls were to be expected.

The map showing erosion and avalanches stated that the German Alpine Route would be blocked by mudflows near the Alpsee (a lake near Immenstadt).

The DAV survey concluded that every second locality in the Bavarian Alps faces a direct threat of landslides and the like, while about 370km of local roads are likely to become impassable as the forest gradually dies.

Why are the Alps, which are so far distant from industrial areas where atmospheric pollution originates, so seriously affected by the death of trees?

Most experts say the problem dates back to the 1960s policy of building taller and taller smokestacks.

They ensured clean air and clear skies in the vicinity of power stations and garbage incinerators but merely shifted the problem of atmospheric pollution to more remote areas.

Toxins in the upper atmosphere underwent chemical conversion under the influence of sunlight, heavy metals and humidity as they slowly drifted toward the Alps, producing secondary toxins with characteristics different from the substances that billowed from the original smokestack.

This static emission interacts with vehicle emission in the Alps. Scientists aren't yet sure which substances or compounds are to blame for tree deaths, but four out of five trees are affected.

STUTTGARTER NACHRICHTEN

The problem has not arisen overnight. Trees have always died in the mountains, but arguably not on such an epidemic scale.

The problems posed by an unnaturally high population of deer and chamois have likewise long been known to exist.

So few are allowed to be killed by hunters that herds of hungry deer gnaw at the bark of virtually any tree they can reach.

Deer eat so much bark that reafforestation is virtually impossible. Saplings stand no chance of survival — yet are so urgently needed to replace dead wood.

This damage, combined with intensive felling of timber for construction or charcoal, has unmixed what used to be mixed forests.

Healthy woodland over 120 years old consists of 50 per cent spruce, 20 per cent pine and 25 per cent beech trees. More recent plantations consist almost entirely of spruce.

This "unmixing" has made the forest unstable and disease-prone. Atmospheric pollution has come down on it like a ton of bricks.

What happens when the forest dies? Its topsoil, invaluable humus, is exposed *to the full fury of the elements:* rain, snow and wind.

Once the topsoil has gone it is very hard to replant anything at all, as attempts to replant skiing slopes have shown, proving extremely difficult and largely ineffective.

Once the topsoil has been completely eroded there is nothing to stop landslides and avalanches from heading downhill, sweeping healthy trees away with them.

"Once 20 per cent of trees have gone," says Bavarian biologist Karl Partsch, "the forest forfeits its protective function."

There will no longer be any stopping rockfalls and avalanches. After heavy rainfall the water rushes downhill much faster, there no longer being enough soil to absorb it.

he storm that swept Bavarian and Austria last August is a case in point. The rainfall wasn't very heavy but the lower storage capacity of the soil was readily apparent. "The Danube has never flooded so fast," says Franz Speer of the DAV's nature conservation department.

Can immediate measures be devised to conserve the mountain forests' protective function until such time as atmospheric pollution control starts to work.

rch work has been stepped up now the threat is plain for all to see, as in Switzerland where Bristen, a village in Uri canton, is on standby for evacuation after heavy snowfall.

Some owners of woodland are now only felling dead and dying trees. They are laid flat out on the hillside in a bid to stem the tide of erosion.

But many private landowners have gone as far as they can afford. They no longer have the cash to pay for essential work.

"We are constantly having to encourage our members to keep up the good work," says Hans Baur of the Bavarian Forest Owners' Association. "Timber prices could hardly be lower."

Selling felled timber earns them next to nothing, yet out on the slopes the trees that are their capital for the future are dying and in need of heavy investment in reafforestation.

A further conflict is also in the offing. In its "strategy for survival" the Alpine Association calls for felling to be called to a virtual halt and for fast-growing shrubs and trees to be planted to save the mountain forests.

But fast-growing timber has little commercial value. So landowners are reluctant to put all their eggs in this basket.

"The Alpine Association," says Baur, "fails to see the forest's role as a source of livelihood for landowners."

This worry and the landowners' interest in timber that will sell at reasonable prices seems to clash with the call for absolute priority to be given to maintenance of the forest's protective role.

"Young foresters must think again and set aside ideas of commercial exploitation of the forest," says Partsch, the 62-year-old biologist responsible for an approach that features prominently in the DAV's strategy for survival.

He and volunteers, including a group of old-age pensioners from Stuttgart, collect the seed of mountain plants, grow them for two years in nurseries down in the valley and then replant them on danger-listed slopes.

Landowners take a dim view of this method of protecting the topsoil. "A hazel nut bush is extremely valuable for purposes of conservation," Partsch says, "but its commercial value is virtually nil."

So far he has experimented mainly on land provided by private landowners or by the association. Last spring he planted 30,000 young plants near Immenstadt, 10,000 of which were promptly eaten with pleasure by wild deer.

But Partsch is undismayed by such setbacks, just as he is unperturbed by politicians doubting whether his methods will be successful.

No scientist can yet forecast accurately how serious the threat faced by mountain woodland will be in the years ahead.

But there can be no doubt whatever that maintaining its protective role is both an ecological and an economic problem.

If the Alpine environment is not adequately protected, tourism could grind to a halt. Tourism is a mainstay of the Alpine economy; its decline would inevitably make protective measures impossible to finance.

Stephan Keicher

(Stuttgarter Nachrichten, 11 January 1986)

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sumption even larger surpluses of fruit and vegetables are expected to be produced.

In 1982 supply exceeded demand by 31.8 million to 28 million tonnes. By 1990 the ratio is expected to be 36.1 million tonnes produced and 31.1 million tonnes consumed.

Per capita potato consumption is on the wane. By 1990 an estimated 19.5 million tonnes of potatoes are expected to be eaten in the European Community, as opposed to 35 million tonnes harvested.

Yet the market will still be fairly balanced, the survey says. Potatoes are also used as fodder, to produce seed and for processing into starch, alcohol and other products, and these uses will gain in importance.

(Nürnberger Nachrichten, 11 January 1986)

Legions of red ants march in sick-forest rescue bid

A variety of red ant is at least part of the answer to the problem of dying forests, believes a retired forestry worker. He says the ant helps keep a natural ecological balance.

Heinz Ruppertshofen, 64, is the honorary head of an organisation which ships off sections of anthills to parts of the country where forests are dying.

He comes from Mölln, a town in Schleswig-Holstein south of Lübeck and close to the border with East Germany. And he quotes Mölln as an example of just what the ants can do.

According to the forestry department in the *Land* capital of Kiel, Mölln forests are healthy. Yet the town has its industrial estates and its heavy traffic — and its neighbour, East Germany, is often accused of not being fussy about environmental pollution.

Herr Ruppertshofen doesn't say that ants have all the answers. They can only delay the worst. Legislation to hit dirty industry needs to be passed. He doesn't think car exhaust emission levels are so important.

Time will tell if the policy of sending ants to other parts of Germany, and outside Germany as well, is successful.

Herr Ruppertshofen, who is a graduate in chemistry, explains about the ants: "In our 1,000 hectares of woodland," he says, "we have about 800 anthills populated by red ants (formica polyctena)."

He has kept an eye on ants for over 30 years. "We owe it to them that the Mölln woods are still alive and well," he says. "They ensure the natural balance is maintained."

"Formica polyctena is a positive biological base camp. The red ant aerates the soil and keeps it green by its continual transport of seed.

"It also regulates the population of harmful insects, such as ticks and birch beetles, while protecting useful insects.

"It makes the forest in general more fertile. Animals and plants are assured of the nourishment they need. A functioning biotope is maintained."

The honeydew on leaves of trees is clear proof of a living, working biotope. Honeydew is considered a major source of fuel and power in the forest, he says.

Honeydew is produced by insects, pine aphids and others, that only flourish where there are anthills.

Bees keep the honeydew on the move and ensure additional fertilisation further afield.

Scientific tests show how hardy such exemplary woodland can be. Measurements in Mölln reveal that forest soil has a particularly good pH rating ensuring (at least temporary) immunity to acid rain. The pH rating is the soil's acid count.

Herr Ruppertshofen as honorary president of the German Ant Protection Association helps to supervise charting of tree death in the Federal Republic.

"We compile maps of the various regions," he says, "to see which areas are particularly hard hit."

Mölln then comes to the rescue. Sections of anthill are expertly packed and shipped to danger-listed areas in Germany and abroad.

Awarded the Federal Order of Merit in recognition of his services to nature conservation, Herr Ruppertshofen has no illusions.

He knows only too well that his sensational success with anthills from Mölln is not a sure cure for acid rain.

Ants can delay, but not prevent the worst from happening. "What we need," he says, "is effective legislation against environmental pollution, and I'm not thinking first and foremost of vehicle emission. Action against black sheep in industry is much more important in my view."

Jürgen Schulz

(General-Anzeiger, Bonn, 11 January 1986)

■ MEDICINE

Why people kill themselves at Christmas

Süddeutsche Zeitung

A season of good cheer can readily be transformed into a period of depression, which is why the Christmas blues are widespread wherever Christmas is celebrated.

Much is written and said about seasonal depression, but seldom by sufferers. Subtle distinctions must be drawn between catchphrase and reality.

Around Christmas many people undoubtedly feel different in many ways. Their moods and emotions vary alarmingly and can nosedive into depression.

Christmas may be a season when depression hits people particularly hard, but the blues can also occur at New Year, Easter, Whitsun and on other holidays.

Little or less is known about individual anniversary reactions, although statistics show them to be fraught with risk. They remind us of events such as the death of people near and dear to us, illness, separation, divorce and similar losses.

Birthdays, especially one's own, can also make people feel both pensive and moody.

Psychological upsets in these contexts can have far-reaching consequences up to and including suicide.

Yet as such events are strictly personal, usually unheralded and evenly distributed throughout the year, ruling out statistically significant bulges, they tend to go unnoticed.

Volker Faust of Ulm University psychiatric clinic, Ravensburg, has outlined the psychiatrist's view and underscored the contradictions between popular views and statistical facts.

Case histories exist, documented at doctors' surgeries, hospitals and advice centres. We all know of cases in the family and the neighbourhood. Reports can often be read in the papers.

They are sorry tales that make you stop and think and at times even trigger feelings of guilt.

Many members of the public and a number of experts are firmly convinced Christmas can be a psychologically critical time of the year, yet statistics from various countries fail to substantiate this widespread belief.

Only a limited number of scientific reports have been compiled on the subject, but what has come to light clearly shows there is no statistically significant increase in the number of suicides or cases referred to psychiatric clinics either at Christmas or in other festive seasons.

Faust says this gap between statistics and widely held views is due to a clear distinction not being drawn between depression as an illness and depression, sorrow and moodiness as a more everyday state of mind.

Depression as a recognised illness includes the reaction to a stroke of fate that is readily identifiable (and can readily be identified with), the neurotic response to long-term difficulties in coming to terms with experience and the state of mind attributable to permanent emotional stress up to and including exhaustive depression.

Endogenous depression, the classical variety that follows recognised patterns, may tend to occur particularly often at certain times of the year, but mainly in spring and autumn.

Depressives are no longer capable of experiencing happiness. As a rule they suffer from festivities of which jubilation is the keynote.

Christmas and other religious festivals tend to be more contemplative. They afford no relief but impose no extra burden unless accompanied by other phenomena, such as loneliness.

Depression also occurs from within as a result of certain organic complaints. This variety is frequently not recognised as such and doesn't seem to grow any worse during the holiday season.

These varieties of depression can overlap to a substantial extent in everyday life.

There is also a wide range of depressive moods or upsets that cannot be termed depression as such. They extend from feeling deeply moved to resignation and despondency.

There are many reasons for such feelings, some unconscious, others known and readily identifiable.

They can be intensified at times when the emotions are overburdened, especially during holiday seasons when sentiment and commerce are interwoven.

Christmas has enormous symbolic significance. It has a major trigger effect on a disturbed emotional background.

Unwelcome relatives

When someone has not yet come to terms with losses, deprivations, disappointments and the like, painful memories can be resurrected at such times of the year.

They are enhanced by the superficial social strain of, say, seasonal visits to and by relatives one would sooner not see.

The patient — let us call him — has failed again to withstand the pressures of Christmas, let alone to counteract them in any way. Eating and drinking more than usual and getting less sleep (or simply the change in daily rhythm) further complicate matters.

At a higher, psychological level Christmas can impose a burden by virtue of religious considerations, childhood memories and the imminent year's end.

This inundation of recollections and emotions on the basis of "outward good cheer with theological and moral undertones" presents almost unlimited opportunities for unpleasant and unwelcome sensations.

A number of psychiatrists in the United States, where Christmas depression has become a recurring, annual event, even feel many people talk themselves into the Christmas blues so as not to have to be cheerful in the socially accepted manner.

Others, Faust says, find Christmas a time of the year when their defences are down and they tend to feel sorry for themselves and succumb to wishful thinking, followed by inevitable frustration.

So don't succumb to seasonal emotions, he says. Keep your eyes and ears open for psychological hardship and particularly bear in mind people who are quiet and subdued.

Marc Auerbach

(Süddeutsche Zeitung, Munich, 14 January 1986)

Doctor warns about risks of sex-change surgery

Transsexuals feel they belong to the opposite sex. They long for surgery to get rid of the component parts nature gave them and replace them with the other set.

Only one person in about 30,000 is transsexual. They comprise a tiny group which gets an awful lot of publicity.

The superficial nature of much of this publicity is partly to blame for the increase in the number of transsexuals seeking hormone treatment and sex-change surgery.

Professor Dieter Langer, of Hanover medical college, has treated about 70 transsexuals in psychiatric care. He relates what he has found in an article in *Fortschritte der Neurologie, Psychiatrie.*

One of the points he makes is that only one in 10 of his patients has a reasonably balanced personality, so in many cases, it is a case of the mind being sicker than the body being wrong. Most comparable studies agree.

People who undergo sex change surgery in Germany are entitled under legislation passed in 1981 to change their first names and sex in their identity cards and other documents. But problems don't end there.

Professor Langer says latest international findings show that transsexuals usually claim to be satisfied with the results of surgery, but frequent complications and risks must not be disregarded.

A series of operations is not fun, and results can be bad both functionally and aesthetically.

Expectations are far higher than justified for plastic surgery to reproduce primary sex organs.

Neither the vagina nor the penis crafted by the plastic surgeon anywhere near approach the understandable desire for "normal" sexual feelings and activity.

Besides, many transsexuals overrate the importance of being physically capable of sex in the role desired in establishing and maintaining a happy and successful partnership.

Premature surgery or hormone treatment for people with transsexual leanings also establishes new physical facts that are largely irreversible.

Treatment without due care and consideration undermines the Transsexuals Act's provision that applicants

Frankfurter Allgemeine

must for one have lived for several years as members of the sex they want to become.

Besides, doctors are best able to judge whether a sex change is advisable when the applicant has already succeeded in living as a member of the other sex.

Psychiatric care before surgery is particularly important because "genuine" transsexuals are not alone in expressing the desire for a sex change.

Lesbians with markedly masculine tendencies, effeminate homosexuals, transvestites and psychotics also apply. Some researchers feel up to 90 per cent of applicants are pseudo-transsexuals.

A variety of characteristics have been catalogued to distinguish bona fide transsexuals. They must, for instance, have been convinced for a long time that their physical sex is a mistake.

They must feel aggressive toward the sexual organs with which nature has endowed them. They must regularly wear the other sex's clothing.

No clear distinction can be drawn between transsexuality and other upsets, so Professor Langer feels checklists of this kind are of only limited value and no more than an initial guide.

Painstaking psychiatric investigation of the origins and nature of the individual's transsexual wishes is absolutely indispensable.

So, he says, is psychotherapeutic treatment. Transsexuality is not merely a variety of unusual sexual behaviour.

Only one in 10 of his patients have reasonably balanced personalities, he says. So, in many cases, it is a mental matter.

But psychotherapy must not be prescribed *per se* as an alternative to surgery. That would only make transsexuals totally opposed to psychotherapy.

Yet psychotherapy is always advisable — both before and after sex change surgery.

Paul Walter

(Frankfurter Allgemeine Zeitung für Deutschland, 15 January 1986)

Continued from page 11

jobs in private enterprise. Ten years ago the employers' federation was expecting graduates to make up only two per cent of the working population by 1990. By 1982 two and a half per cent of the private enterprise payroll were graduates.

More and more graduates are making headway in careers for which a degree did not use to be required. This trend is particularly evident for office trades, accounts departments, data processing and technicians.

Given the influence of new technologies, companies are steadily keener on hiring graduates, of whom many are available.

The survey lists a number of suggestions as to how growing graduate employment problems might be solved. They include a shorter working week and, in the case of teachers, counting not just lessons but also extra work as hours worked.

Other recommendations include sabbatical years and earlier retirement on a voluntary basis.

"Reorganisation of working roles" could also create new jobs. There must be a "meaningful link between demanding and less demanding activities to be performed by one and the same person."

Judges must be prepared to work as court clerks and doctors as nurses, for instance.

dpa

(Rheinische Post, Düsseldorf, 14 January 1986)

■ FRONTIERS

Huge pub trade in photocopied best sellers



Anybody in West Berlin wanting cheap books does not go to a bookshop. The place to go is any one of several popular pubs in the Kreuzberg, Schöneberg or Charlottenburg districts — and wait for the suitcase salesmen.

There are all sorts of titles in stock including best sellers like Isabel Allende's *Geisterhaus* (Ghost House), Michael Ende's *Momo*, Patrick Süskind's *Parfum* and Günter Wallraff's latest social report, *Ganz unten* (Right at the bottom).

The books are in mint condition and except from being in a smaller format identical with the originals.

The main difference is in the price. A book costs ten marks — generally about a half, and sometimes a third, of the retail price.

Often between 10 and 15 books are sold at any one pub. The pedlar repacks his case and goes on to the next bar.

Pirated editions have been sold in pubs for more than 15 years. No royalty, no booksellers's cut and no tax is paid.

It is good business. It costs only about two marks to photocopy a book. The seller gets about four marks.

Jochen Braeunlich, head of the recently formed pirated editions department of the West German Booksellers Association puts the turnover in pirated editions nationwide at DM15 million and the loss to authors, publishers, the book trade and the state at DM35 million.

Braeunlich maintains that the most difficult and successful form of commercial crime was developed with reprints, mainly with political aims in mind, of authors such as Theodor Adorno and Max Horkheimer during the student unrest of the late 1960s.

"In the past I said that this was a trivial crime. They should be allowed to get away with it without fuss. But nowadays the bread-and-butter titles from the best-seller lists are stolen. These are the titles with which a publisher finances an author who does not do so well. It has its effect on the whole literary landscape," said Braeunlich.

A pirated edition of Wallraff's book about his experiences when posing as a Turkish guest worker, *Ganz unten*, the season's top-seller, appeared at half price in the pubs within three weeks of publication.

Even the note that one mark per book sold would go to the Turkish Self-help Project was copied — but without the address.

One of the hawkers explained that the donation would be passed on to a West Berlin project that could not be named for security reasons. In any event it had been agreed with Wallraff.

When Wallraff was asked about this he replied furiously: "No one has ever contacted me about this. Anyone who says that a mark is going to be donated to a good cause is duty-bound to say who is going to get it."

Wallraff has no sympathy for the underground publishers. He said: "Pirated editions are only justified when there is censorship so that uncensored material can appear. Or when something is so dear that is is beyond the means of an ordinary person."

Braeunlich and his men keep watch on relevant pubs in West Berlin so as to get wise to the tricks of pirate publishers. West Berlin is the centre of pirate publishing.

Braeunlich is not interested in the "small fish", the students who do the selling.

"When they are caught they say that the books were presents and they are trying to make a little money out of them," he said.

For evidence of dealing in the illegal business a seller has to be caught at least three times in separate cases. Or a large number of the books found in his flat.

The hawkers only get a small assortment of books that have to be paid for in cash. Generally speaking the hawker does not know the people behind the business. They are the people the book trade has its eye on.

Two arrested

The campaign against this illegal trade has already shown results. The arrest of two dealers and the search of a second-hand bookshop in the Kreuzberg district in West Berlin has obviously made the pirate book scene feel uneasy.

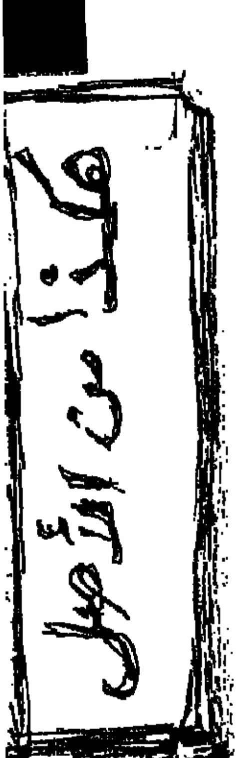
Before Christmas there were fewer vendors with bulky cases in the pubs than was expected.

The recent revision of the copyright law has obviously contributed to this. *Pirating books has been made an offence for which proceedings are brought directly by the public prosecutor's office.*

The offence can be punished with a prison sentence of up to five years and a fine of up to DM300,000.

Ute Frings

(Nordwest Zeitung, Oldenburg, 9 January 1986)



When a stereotype is double dutch to all but the Chinese

For how many variations of the letter *a* should a printer specialising in language and foreign languages be equipped?

Printer J.J. Augustin in Glückstadt on the Lower Elbe has an exact answer to this question: there are alone 194 accent variations for the vowel *a*.

The Augustin printers are specialists in the business. The firm was founded in 1630 and for the past 200 years has been in family ownership.

The printing works are equipped to set and print in 108 foreign languages. The firm also has 30 varieties of type, including Russian, Greek, Chinese, Arabic, Amharic, Tibetan, Thai and Manchu-Mongolese.

The printer's cases include type for Ancient Egyptian hieroglyphs, Germanic runes and numismatic signs, the alphabet developed to describe coins.

These various types are used for quotations in scientific works.

Many works, on Egyptology for instance, are printed in Glückstadt in which text from the Ancient Egyptian graves has to be reproduced.

Coptic symbols have to be used in early Christian texts.

J.J. Augustin once printed an old Slav-Greek ecclesiastical dictionary, and for some time these printers have produced the 16-volume *Assyrian Dictionary* published by the Oriental Institute of Chicago. Once, sometime ago, a schoolbook in the African tribal language Ewe was prepared for the presses.

Special texts in which the author places considerable emphasis on phonetic markings are in a category all their own.

There are, indeed, international phonetic rules, the most well known of which is the phonetic alphabet of the Association Phonetique Internationale, although many linguists have developed their own phonetics systems. This is the reason why the printer in Glückstadt has so many variations for the vowel *a*.

They are used in the main in the study of African languages. Among the 194 variations there are 41 combinations with other letters. Indications have to be given in various ways that the letters are expressed in a single sound. Coping with specialist texts is not only a personnel but also a technical problem. A few years ago when the firm re-equipped to handle photo-lithography, the special demands of the languages presented the photo-lithographic department with particular problems.

In the end it was decided to use a totally new system with video screens, magnetic cassettes and floppy discs as data carrier.

What was important was to leave room near the normal type for the special accents and special markings for the foreign language concerned, and that the producers could develop an electronic programme in which these special markings could be set in exactly the correct place.

Setting text with lead is rarely used these days. The composing room now uses principally video-screens, photolithography and the unit that converts the computer data into printed symbols on photographic paper. It can process 40,000 letters or symbols an hour.

The printing firm is particularly proud of its 12,000 Chinese characters. The basis of this type fount was established well before the First World War by Wilhelm Augustin, who took over management of the firm in 1905.

In 1912 the firm was awarded a contract that required Chinese type so he acquired the first 7,000 characters from Shanghai.

dpa

(Süddeutsche Zeitung, Munich, 7 January 1986)

A war on music pirates? Or a marketing trick?

Police in Hamburg's fraud squad face the enormous task in the next few months of having to wade through 300,000 pop and rock records to see if they are the genuine article.

The results will reveal whether the most extensive campaign against the international LP record mafia worldwide has been successful.

Many companies involved in the largest police swoop in northern Germany are having to defend themselves from the suspicion of having produced and sold pirated editions.

They sense that large record companies are mounting a campaign in an attempt to keep up the price of LP records.

A company in Kaltenkirchen which has had 40,000 LPs confiscated plans to produce evidence to show that it had licencing rights for production and distribution.

The confiscated material will prove whether this is a no-holds-barred sales war in the LP record industry to put the competition off, in which the police have become unwitting assistants of the established recordproducing industry, or whether unscrupulous record pirates are at work.

Apart from the tons of records, there is a mountain of office documents and files to be inspected.

Hamburg police officials cautiously comment that it will take about a year before it is known whether charges will be laid.

Hamburg has for sometime been a centre of pirated editions.

A police swoop was made in 1978 in Hamburg and the environs for the record pressing equipment used to copy 70 Elvis Presley and Supertramp titles that had been confiscated. According to the experts pirating cassettes and LPs has grown to become a significant branch of the industry, giving the legitimate industry many headaches.

Bernd Boekhoff, legal adviser to the international recording industries association said: "Pirated versions of records and cassettes to the value of DM65 million are produced in the Federal Republic annually."

But West Germany comes out very well in this respect. In this country pirated editions account for only four per cent of the recording market, whilst in America, for instance, they account for a quarter of the market.

In the Third World pirated recordings dominate the whole market.

Every popular, well-known title is copied. There are no major technical difficulties. All the pirates need to do is to transfer an "original hit" to a blank cassette. Long-playing records are a little more complicated.

The long-playing record is first transferred to a magnetic tape and then through various positive and negative stages to an LP record, from which pressings of the record can be made.

This sounds difficult but it is no problem for the professionals.

The pirates make savings in every direction for profits, mainly by using low quality equipment and materials, however. This means that the quality of the recording is generally poor.

Then, of course, they save on royalties to the artists, commission to the record company and taxes.

Up until now it has been hard to get on the track of the pirates. The wire-puller usually lives abroad.

It has proven difficult to get back to the source of the illegal recordings via middlemen.

In the main dealers found to have stocks of pirated editions had them unknowingly. They had accepted the favourable prices offered to them as genuine, and legal, bargains.

Thomas Wolgast

(Stuttgarter Nachrichten, 3 January 1986)

■ HORIZONS

Firms give management trainees their head

RHEINISCHER MERKUR

German firms are finding increasing attraction in throwing their trainees in at the deep end and letting them learn by practice. This is done by forming "junior companies" and staffing them entirely by trainees.

The aim is to make the practice real. Instead of playing theoretical business games or learning abstract principles, these miniature firms mean the young executive — and in some cases, tradesman — must wrestle with the consequences of market-place reality.

The experience can clearly be stimulating. Heike Smija is a trainee at the Stuttgart textiles store of E. Breuninger. It employs 4,300 and has a turnover of 460 million marks a year.

Punktum is the name of Breuninger's junior firm. It occupies 100 square metres in the centre of the store proper. Heike and 11 young colleagues decide about what to stock, where to buy, what prices to charge. They make marketing decisions and keep the books.

She says: "When you get involved in something and it is fun, then sometimes 12 hours seems like only five hours."

The operation began last October with a start-up capital of 100,000 marks. The trainees, all volunteers, were allowed to order the stock they wanted. They were allowed to visit exhibitions in Düsseldorf, Amsterdam and Paris to buy stock, textiles, shoes and accessories, aimed at their target group — the young.

They went at it with a will. They showed their awareness of costs by staying at youth hostels instead of hotels. It is estimated that first-year turnover will be about 650,000 marks, and this might even mean a small profit.

Breuninger manager Willem van Agtmael said: "They have done for themselves in a few months what is studied for years in universities."

The business has about 360 trainees. It is now intended that about 40 a year will work at Punktum. Van Agtmael says: "With this training, I don't have any more worries about the continuation of the Breuninger management dynasty."

Compared with some other countries, the German junior firm idea is only a toddler. In the United States there are about 8,000 "junior achievement companies". In Britain there are about 400. France and Sweden also have advanced schemes.

But this country is catching up. Punktum is not an isolated case.

Among pioneers are Bizerba-Werke Wilhelm Kraut, which makes scales; Zahnradfabrik Friedrichshafen, an engineering firm; Zeppelin-Metallwerke; Carl Zeiss; WMF; FAG-Kugelfischer; Wieland-Werke of Ulm.

Bizerba is the exception. It has taken a slightly different approach and has registered its junior firm, Bigefa, as a company. It has about 20 trainees acting as department heads and project managers who deal with a range of about 50 gift and advertising items which they buy mainly on the free market and from a workshop for the handicapped.

The head of training, Ferdinand von Kleinsorgen, is satisfied with merely acting in a supervisory capacity, handing out advice as it is needed.

Claudia Totzki, a 21-year-old trainee, says that becoming involved directly in commercial realities adds a new dimension to the work. She says working for Bigefa enables her to get an overall view of how the company works, something that is much more difficult working in individual departments.

Professor Wolfgang Fix, of the University of Stuttgart, is the spiritual father of the junior firm idea in Germany.

He says: "The trainee should learn how his or her work fits into the pattern of the entire business. Context and background knowledge should be learned."

He got the idea off the ground 10 years ago when he was head of training at the Friedrichshafen machinery firm. His example is being followed. The Berlin institute for vocational training, for example, is developing a model, *Reale Übungsfirmen*, with a capital of 800,000 marks. Results should be available at the end of the year.

At Wieland-Werken, in Ulm, the firm shop is run by trainees. They deal with bakeries over new contracts, they calculate prices and decide what to stock. They also handle gift articles and other products from their own trainees' workshop.

Handling a firm's own products is not without problems. At Friedrichshafen, for example, the apprentices decided they no longer wanted merely to produce. They wanted to have a say like the management trainees in their junior firm, Synchronia.

Professor Fix gave them support. To make sure that things continued to run without friction, he recommended that training principles be applied in both trades and management sections without discrimination.

The Otto Mnier Verlag in Ravensburg has not had this sort of problem. Its operations run along somewhat different lines. It publishes a periodical called *Der junge Boß*, which is the newspaper for junior firms all over the country.

Trainees at Mnier now want spread their operations in the house — such as *planning and carrying out advertising campaigns.*

Training officer Rudolf Strank says he would be happy to see such an initiative and the firm not be worried if a few thousand marks were lost in the process.

But losses are unlikely. Trainees always can fall back on sound advice from more experienced staff members.

In the meantime, firms are learning from other's mistakes. A new junior firm is Diehl Juventus, which belongs to the Nuremberg-based Diehl group.

Right from the start, it has included technical trainees in the scheme.

August Räubinger

(Rheinischer Merkur/Christ und Welt, 11 January 1986)



Practise today, perfect tomorrow. Willem van Agtmael (centre) with Punktum trainees. (Photo: Kurt Eppler)

Marriage agency business gets a video boost

Never have there been so many singles — unattached people. In America, a quarter of the population lives alone. In West Germany, the number of one-person households has increased in 15 years from 5.5 million to eight million.

Most are not happy being alone. So they try one of the various versions of match-making businesses. The latest technique is matching by video. Applicants are interviewed on video. The film is then stored and is made available — at a price — to other applicants.

Benno Dovermann is the head of a Munich agency called Happy End. He believes that seeing is believing.

"We have recognised that the prime ingredient of contact is visual," he says. Character and mentality were not decisive. The question was: what does he or she look like?

He has used this formula with success for four years. So have many other agencies.

Understandably Happy End charges 4,000 marks [illegible] come together with a character profile drawn up by a psychologist.

Applicants are filmed for half an hour. They are interviewed by an unseen interviewer and talk about their private life, their job, attitudes and expectations. Sexual attitudes are included. The cassette plus the character analysis are stored in a computer.

Dovermann wants to cover the entire country with his Happy End business. He says there are thousands of choices available for partner seekers. He believes that one day people will buy their partners much like they today buy holidays.

Most of his applicants are between 30 and 45, but there are also many young people.

Sigrid Latka-Jöhring

(Hannoversche Allgemeine, 11 January 1986)

Enter Mr Wright, the computer ideal. (Cartoon: Holz/Süddeutsche Zeitung)

Continued from page 3

a bill which he hopes will clarify legal questions during industrial disputes.

However, at the same time he will lose many CDA supporters.

Blüm already had a taste of what is to come when he was forced to suspend the head of one of his ministerial departments, Hanshorst Viehof, because Viehof was unable to support the government's policy on this issue.

One parliamentary group expert predicted that "we will all lose out during this dispute".

Labour Minister Blüm has already suffered.

And if the CDA becomes too entangled in a conflict of differing loyalties, the role of the DGB as a unified trade union open to both CDU and SPD supporters will also be jeopardised.

Wolfgang Mauersberg

(Hannoversche Allgemeine, 16 January 1986)